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SOAP

A Monthly Magazine
for Soapmakers

Vol. 1

JANUARY, 1926

No. 5

1926

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SOAP

*A Monthly Magazine
for Soapmakers*

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No. 5

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Successive failures of the French lavender crops in 1923 and 1924 resulted in shortage of supplies, excessive prices and inevitably in widespread adulteration. Notwithstanding, the purchasers of Oil Lavender Flowers, Hugues' had no cause for complaint during this period. Prices necessarily were higher but not unreasonably so; supplies were not cut off and not the slightest concession to circumstances was made in the high standard of quality which was uniformly and uncompromisingly maintained.

This, in a sense, is ancient history but it means that 1925 buyers of Lavender Oil who specify the Hugues Aine brand will receive the same service and will be assured of the best quality of oil producible at reasonable prices.

Oil Lavender is produced in many districts in the Alpes-Maritimes and even pure oils from different districts vary widely in characteristics and quality. Only those oils of the finest quality and the best odor value are chosen for sale under the Hugues Aine Label.

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SOAP

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Vol. 1

JANUARY, 1926

No. 5

Looking Back Over 1925

For the soapmaker, 1925 was both a good and a bad year. That soap production and consumption showed an increase is quite generally believed to be fact, according to scattered indications, and this assumption will probably be borne out when the figures of the 1925 census of soap manufacturers is compiled some time this year. To some manufacturers, the larger production of the industry as a whole has meant little more than so much increased competition, but, on the whole, it reflected greater opportunity to move larger plant output into consuming channels.

Three things stood out prominently in the soap industry during 1925, the rising tendency in practically all raw material markets, a continuation of excessively keen competition for soap business at inconsistently low prices, and the beginnings of a demand for glycerin for anti-freeze use which bids fair to revolutionize this part of the industry. About raw materials, little need be said. Every soapmaker knows what happened to the markets for cocoanut oil, tallow, and other fats and oils, as well as to many essential oils. The high prices played havoc with some soapers, particularly those who were compelled to make contract deliveries at prices calculated on raw materials at low cost.

In the matter of competition for soap business and the low prices which have continued to rule as a consequence, much has been said, but it has been of little avail. The condition was no more characteristic of 1925 than of a number of years preceding. It continued throughout the year, and was responsible for the elimination of a few weaker factors who could not stand the pace. These losses, however, were more than made up in other directions, with the result that the industry as a

unit ended the year larger and stronger than at the beginning of the period.

Perhaps, the most significant development of 1925 was the beginnings of a market for glycerin anti-freeze solutions on a large scale which are likely to mean greatly increased demand and permanently higher prices for both crude and refined grades in years to come. A thirty per cent increase in glycerin prices, due directly to this stimulation of demand over the last three months of the year, was extremely significant. And it is said that the surface of this newly exploited field has not even been scratched as yet.

As a year, 1925 was more a weathervane of future possibilities than a monument of actual accomplishment. Soap consumption was large, but the canker of low prices remained. This problem is a heritage of past years which sooner or later must be solved. It is the biggest single problem which the industry carries with it into 1926.

Three cheers for the man with an idea. His hobby may be as visionary as that of extracting sunbeams from green gourds, but his mental machinery is in action, and action is what counts in this world.—Briggs.

The Returnable Drum Problem

Every firm in business today which ships or receives materials in returnable steel drums or barrels, finds the conditions under which the containers are returned, an endless source of trouble. No standards of practice exist. As a consequence, credit for returned retainers is too frequently determined by the dictates of the buyer, resulting in unjustified losses to the seller. The buyer holds the whip hand in the controversy over returned containers as a general rule, and unless he decrees to be fair, it is practically impossible for any seller to secure

just treatment. On the other hand, arbitrary regulations of large corporations, covering the return of drums, sometimes place the small buyer at a great disadvantage.

Because of the fact that credit for returned barrels and drums is a common problem of those trades which ship liquid products, the matter is one for consideration of trade associations. This angle of the case is also emphasized when it is appreciated that the latitude in credit on drums has a very material bearing on price and competition. Owing to the fact that returned drums are a factor in competition, a set of standard rules must, of necessity, be adhered to by all members of an industry if such regulations are to be effective. That numerous trade associations have tried with indifferent success to formulate and enforce rules of this kind is quite commonly known. The lack of success in operation, however, has probably been due more to improper execution than to any fundamental weakness in the idea behind the plan.

The chief fallacy in returnable drum practice today lies in the fact that sellers "lend" their drums to buyers and require for security "a deposit." To begin with, every container should be sold as part of an order just as much as the material which it contains, and the price for the material should be billed on a basis of container included. Every drum or barrel is just as necessary a part of a shipment as the goods carried. It is as essential to the buyer as to the seller. It is a big factor in the cost of the goods shipped and, hence, should be included in the price. If, after the container has finished its work, the seller desires to buy it back at the full price, this is a matter entirely apart from the original sale and delivery.

Returnable drum practice as carried on at present is wrong both economically and psychologically. Any code formulated, to be permanently successful, must be based on sales with container included, and an optional repurchase by the original seller.

If half the legislators in the country spent as much time in productive effort as they do in throwing monkey wrenches into the wheels of the machinery of business, how the output of useful things would be increased.

Emanating Progress

In one of the liveliest conventions held by the association in recent years, the twelfth annual meeting last month of the Insecticide and Disinfectant Manufacturers Association showed how the industry has progressed during the past decade. Two things stood out prominently throughout all the discussions and addresses

at the meetings, although neither was actually mentioned in so many words. The first was the remarkable development of the household insecticide business in this country during the past two years, and the still further room for rapid expansion. This perhaps was the most significant thing about the convention and was reflected in the wider insecticide interest this year. The second, and no less important point, was the improvement in the plane of the disinfectant business during the past decade.

Not so many years ago, the disinfectant industry was honeycombed with frauds and fakes. Because of the uncertain character of the business, Government officials and public institutions did not hold it in very high esteem. The makers of fraudulent preparations cast a shadow over the whole trade, honest and dishonest alike. Times have changed, however, and the co-operation of Government agencies with the association shows the newer attitude in this quarter. Through the efforts, chiefly of the Association, frauds have slowly, but surely, been forced out of the business. The industry has become more firmly fixed on a scientific foundation than ever before. Its ethical code is on a par with any business or profession. The industry has climbed far and high in the last ten years, and nothing has been more of a factor in its rise than unified effort and co-operation exerted through the Association.

In the case of both insecticides and disinfectants, the opportunity of a lifetime is just ahead. The age of scientific household sanitation is here. That point is demonstrated without question in a dozen ways. The problems of education and exploiting the market remain, and this again is a matter for united efforts of the membership. The whole atmosphere of the Convention emanated progress and bespoke the fact that this bid for bigger markets cannot be long postponed.

The Price Cutting Railroad usually runs on a single track in one direction. It does not sell return tickets, and its terminus is on the shores of the Sea of Bankruptcy.

The Massachusetts Department of Education has recently completed giving a course of eight lectures on the general problems of laundering for laundry workers. A smattering of chemistry and plenty of good common sense advice on the practical business of the laundry has made up the course. This is a noteworthy step toward the injection of education and scientific methods into the minds of the workers of this important service of modern life.

Lavender Oil

Its Production in France, and Factors Which Determine Quality and Price in the Markets of the World

BY LOUIS RAPIN, ASSISTANT MANAGER

Etablissement Antoine Chris, Paris



Lavender Flowers Ready to Be Distilled at a Company Owned Still Located in the Lavender Fields.

BECAUSE the history of lavender oil and its manifold uses may be found in innumerable books in great detail, I shall confine myself to a summary of the practical factors which determine quality, price, and production, and which are of interest to the buyer of oils for the soap plant. Before discussing other things, it may be interesting to note that the production for 1925 is estimated to have yielded about 120,000 kilos of oil. This compares with small productions in 1923 and 1924 of 60,000 kilos and 65,000 kilos, respectively, and gives an average production for the past three years of between 80,000 and 90,000 kilos.

Lavender comes from Southern France, where it generally grows wild along the sides of hills over a large area, and on scattered spots, extending from the Rhone to the Alps. The stems, with small leaves and the long bunch of blue flowers, are cut from June to September, and simply distilled with water and

direct heat, or with steam. An area covered by lavender is generally owned by the community of some village and the right to harvest is sold at auction a few weeks before the flowers are in full bloom. The Grasse houses usually send a buyer who bids according to the estimated quantity, selection of the field, and reputation of the average oil obtained therefrom. The crop of the sections close to Grasse, or some other smaller towns, are then collected and brought by motor trucks down to the factories. Grasse is modernly equipped to distil any flower, and better yields are obtained in such cases of factory distillation.

When the fields are too far away, one or several temporary stills are established in a proper spot, close to a full supply of fuel and running water and close to a center of converging roads in order to get an easy and prompt delivery from the various hills to the stills. In addition to the more modern practice, a good quantity of oil is still distilled by the peasants themselves who either own a still

or rent one from some factory. The general quantity of all available wild lavender, however, tends towards a diminution on account of the lack of labor in France, peasants having been chiefly affected by the heavy human losses of the war. Many natural lavender fields, which before the war were more or less weeded from broom or juniper bushes, are now being neglected.



Wild Lavender growing on stony hillside.

DISTILLATION is generally conducted according to the old and simple method, using water and direct heat. A better yield of oil, one with a finer odor, is generally obtained by the use of injected steam. Our factory has its own devices in order to save labor in filling and emptying the apparatus with lavender flowers.

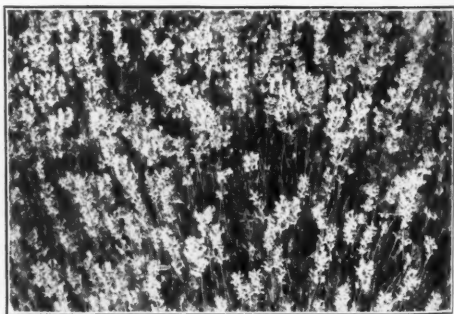
The oils made by the peasants are bought according to their odor value and also according to their ester contents, and thoroughly tested, both elements being apt to sometimes vary materially. The linalool esters are supplemented by a large proportion of oxigenated terpinic bodies which are contributive to the aromatic and therapeutic value of the oil. The maximum ester content is 66 to 68 per cent; 45-50 per cent oils are very rare; 30-36 per cent are a good normal average. A 30 per cent ester oil, possessed of a good odor, is far more efficient in value, strength and lasting power than an oil richer in esters and second in other qualities.

MUCH adulteration has, of course, taken place, either in order to increase the ester contents and the relative price, or simply to bring down the cost, or both. Artificial esters can be detected by fractional saponification; that is, by comparing the difference in the ester values obtained by boiling a sample of an oil with dilute alkali, first for one hour, and then for three hours. The diluents are extensively used, simple ones, possessed of no other value excepting that some may bring some more lasting character. A chemical test may easily detect such frauds.

Cheaper oils of a similar odor are frequently met with, such as spike lavender, rosemary,

sage or terpenes of every description. A chemical test is generally more apt to trace these mixtures, as they generally are very carefully made in order that the oil might keep within the normal limits of the specific gravity, optical rotation, solubility in alcohol, and other common tests. The solubility of an oil in 70 per cent alcohol is not always a criterion as to its purity, because an oil with a very high ester content usually does not render a clear solution.

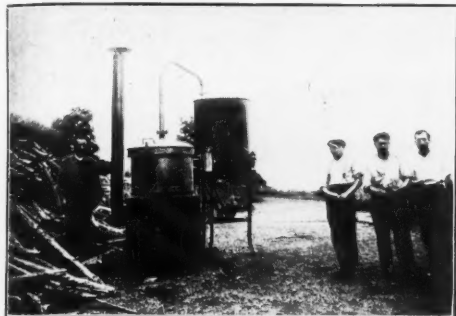
In smelling, we come to the best test of all,—the test by the nose, but mean by the nose of a man who knows what standard lavender is; how its odor should compare to many oils of the same family; how long it should last on a testing paper (not over too short or too long a time); what the last odor should be, compared with the first one. This can be acquired by experience alone and may be termed capital. The only drawback is that a perfumer may have had poor standards to start with and may have spoiled his personal testing ability forever. Keeping a good standard from the previous crop when such has been found of a good regular quality, is certainly a good scheme, but the buyer should remember that an aged sample will be sweeter and different from a comparatively new crop sample. We may finally say that the description of a good genuine lavender should be rather kept in the memory of a per-



Close-up view of lavender in blossom.

fumer than in a series of reliable, but old standard samples.

PRICES are easy to determine based on a fixed price, for an average quality usually takes several weeks as the crops are chelommed, and the prices asked in each locality may vary to some extent. Some fields are contracted for a high price, according to the high reputation of their oil, and some fields may have been bought at a high figure on account of a particularly keen competition which took place at the same auction. Many peasants also prefer to bring their products to a fair, expecting a



A privately owned still transported about and rented to lavender growers or collectors for private distillation.



A field of lavender cultivated flowers showing how the plants are laid out in exact rows on terraces.

better control of the price on account of the several buyers who meet on a same day at the same place.

Nevertheless, the chief factor in quality and price is attributed to climatic conditions. The blooming may be affected a great deal by the temperature, and, in fact, this wild plant is a very delicate one as far as the blossoms are concerned. In high altitudes, some late frosts may occur, even as late as May or June, and destroy the blooming. Later, in July or August, the temperature may rise exceedingly high and cause an extreme dryness on these rocky slopes which are exposed to the sun. The yield will then come down to almost nothing, while the fragrance of the oil is generally improved, as well as the ester content. On the

other hand, cold weather and rain may take place in some regions and stop the growth of the flowers, the subsequent yield of oil being low with a loss of its sweetness.

Another important factor is the manner in which the temperature acts on other agricultural crops. If wheat is ripe, for example, it must all be harvested at the same time that the lavender is in full bloom. The wheat is first taken care of, of course, and the lavender, which, consequently, is cut and gathered too late, loses a big proportion of its overdried flowers. The yield may be affected largely according to these conditions, and it explains why the oil has such membrous and varied fluctuations in price. Nevertheless, the area covered

(Continued on page 65)



Unloading Bales of Lavender at the Plant of Chiris in Grasse Where the Distillation Takes Place.

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Looking Over the Raw Material Markets

The Happenings of 1925 and How They May Influence Purchasing Conditions During 1926



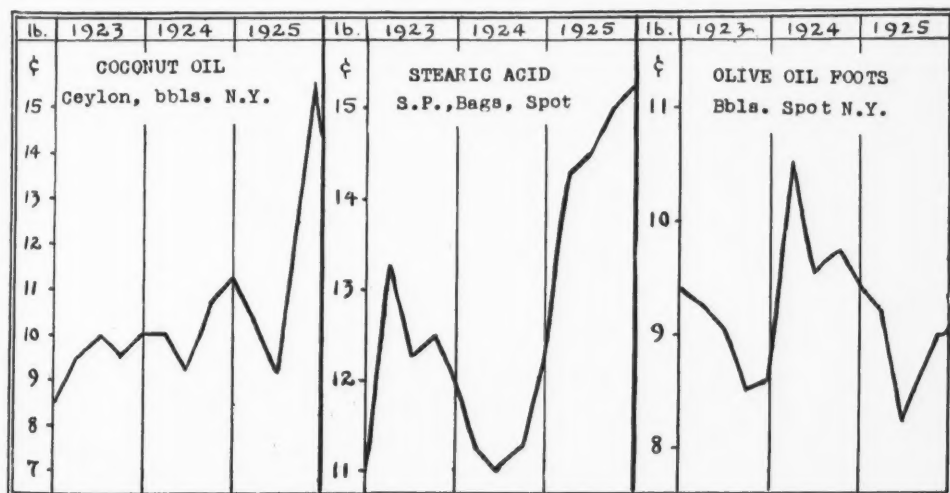
VERYBODY knows what has happened during the past year in raw materials for the soap, disinfectant, insecticide, and allied industries. To review the situation chronologically is of little value except where the happenings of 1925 are likely to have a direct bearing on the markets of the coming year. Past market influences will very probably have redoubled significance if prices for any commodity or group of commodities closed the year at exceptionally high or low levels. Natural market reactions to the law of supply and demand are more likely to affect products in these classes and consequently, they are worthy of more careful attention.

Taken as a whole, soapers considered that 1925 was a year of high raw material prices. This was due both to general conditions wherein labor costs were at peak levels, and to various special factors which influenced individual markets. Among the products which have attracted the most attention during the year are tallow, coconut oil, stearic acid, and other fats and greases, rosins, essential oils of bergamot, lavender, peppermint, and others, all

of which reached high price levels. Conspicuous for their cheapness, and as a consequence, the enjoyment of larger demand, were especially Bourbon geranium and terpineol. There were many others, but these products stood out prominently in their respective markets.

AMONG the fatty products, tallow and coconut received the most attention. Both advanced sharply during the closing months of the year when extra tallow sold at 10½¢, and coconut Manila or Ceylon type commanded 15½¢ on the Eastern seaboard or at interior points. In the case of tallow, demand in the fall of the year carried through several months in sufficient volume to reduce holdings very materially. As the result, a tight market with comparatively small offerings lasted until the middle of December when a decline in buying brought somewhat of a reaction in the price, although it still held at 9¾¢ loose basis.

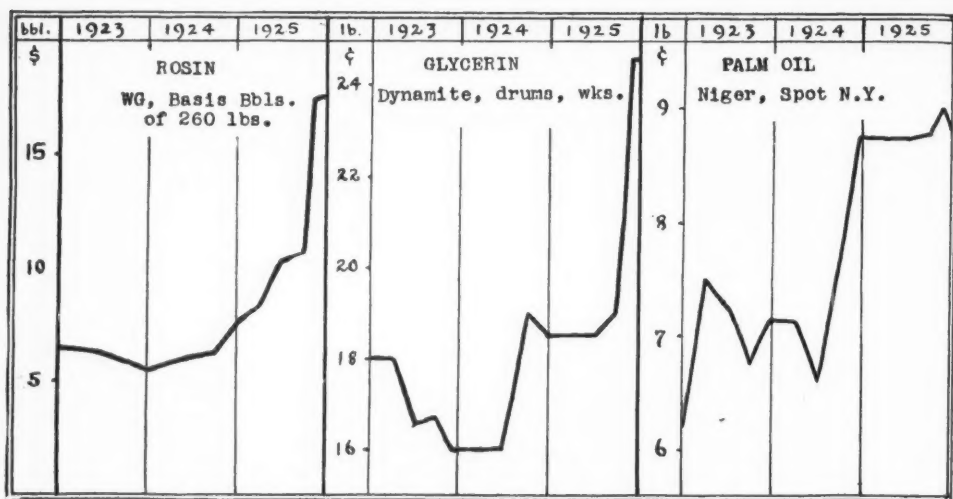
The acute shortage of coconut oil which developed in the United States advanced prices almost fifty per cent over the last few months of 1925. From an early year market of any-



Coconut Oil, Ceylon, Average Monthly Price for the Past Ten Years—13.3c lb.

Stearic Acid, Single Pressed, Average Monthly Price for the Past Ten Years—15.9c lb.

Olive Oil Foots Average Monthly Price for the Past Ten Years—15.2c lb.



Rosin, WG, Average Monthly Price for the Past Ten Years—\$10.14. Basis 260 lb. bbl.

Glycerin, Dynamite Average Monthly Price for the Past Ten Years—28.2c lb.

Palm Oil, Niger, Average Monthly Price for the Past Ten Years—11.5c lb.

thing from 9c up to 10 $\frac{1}{4}$ c, prices rose in a spectacular fashion as heavy buying, mostly by large consumers in the soap industry, cleaned out spot and nearby goods. Stocks of oil were indicated to be available in the Philippines, but means of transportation to the American market were said to be lacking owing to the diversion of several ships to the China trade because oil importers here were slow in committing themselves early last year for future requirements. During the acute stage of the shortage, it was impossible to buy even ten barrel lots on spot except at fancy prices. The worst sufferers were soapers who were committed to coconut oil soap contract deliveries at prices based on 10c oil or lower.

In both coconut and tallow, the high price conditions began to correct themselves late in the year. As new coconut oil came forward, and as demand for tallow eased off, prices for both tended to react. In coconut oil, just what has accumulated in the way of stocks at shipping points, is impossible to estimate, but some market authorities believe they are large. At the same time, continued high primary market prices for both copra and oil do not reflect any great weakness in those quarters. That the substitution of other oils and the enforced reduction in coconut consumption, however, has not permitted production to gain materially on consumption, is difficult to believe. A return of the price to the vicinity of ten or eleven cents and a smoothing out of the wrinkles in this market is probable during 1926. It is

likely also that the tallow situation will tend to equalize itself in somewhat the same manner, but not to the degree of coconut.

In soya bean oil, high prices throughout the year made this product a luxury at the soap kettle. Its consumption in the soap trade was naturally very much curtailed and consuming demand was almost exclusively in food products. If conditions in China show improvement this year, which at the moment does not seem very promising, cheap bean oil may again make its way into this market. Olive oil foots, of which the consumption was very heavy by American soapers in 1925, and the quality of some importations exceptionally high, climbed steadily during the last six months. Throughout the period, shipment prices were almost constantly higher than on spot owing to the large quantities which were being shipped out by Italy and Spain. From reports from Italian sources, the present market is likely to be very strongly maintained for some time.

Throughout 1925, cottonseed crude prices were higher than in 1924. Old operators played the market on the bull side up until September 1, apparently, and thereafter switched into the bear group. The movements of the market and the large crop report seemed to vindicate their judgment. Reports in September that a large soaper was buying extensively for stock and speculation were not borne out by subsequent developments in the market.

The rise in stearic acid was quite spectacular

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Oil B.
Price

and approximated some fifty per cent over the levels of the markets in the fall of 1924. Late in 1925, makers indicated that they were oversold. The price for triple pressed had previously jumped to 18c and was held there till the close. Single pressed stearic closed at 15½c.

As in any market, the rise in products commonly used placed many of them beyond the reach of the average soapmaker. Consequently, the demand which was thrown into the markets for lower priced oils and the cheaper greases, was exceptionally heavy and acted to bring these materials upwards until such prices were almost proportionate to the higher priced items. In this way, the entire level of the fat and oil markets was forced upward. Where a suitable product was somewhat out of line on the lower side, the demand which was concentrated on it, soon had it climbing along with the rest of the market. What this condition will bring about during 1926 depends to a great extent on the demands, not only from soapmakers, but from the foodstuff and other consuming fields. If demand holds up in 1926, as in 1925, with few exceptions, the resistance to lower prices will naturally be very strong.

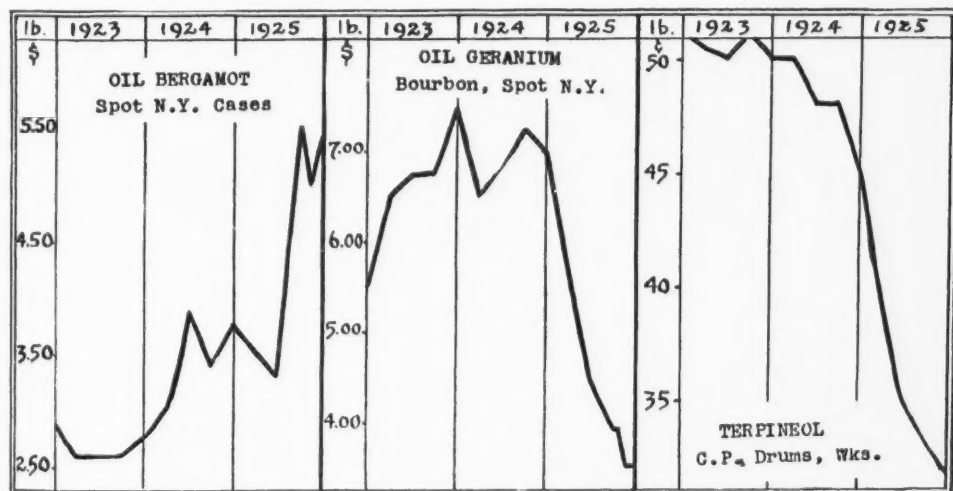
THE market for alkalis in 1925 showed no changes. Demand for both caustic and ash showed considerable expansion in many quarters, and difficulties which beset the alkali industry in 1924, were apparently corrected in 1925 by a general increase in business. Com-

petition, however, remained very keen, especially at the close of the year when 1926 contracts were being written. This, it is believed offset a great deal of the bullish effect which larger consumption in 1925 had injected into the market. Some factors, who predicted last fall higher alkali prices for this year, later stated that competition prevented this although it was justified by costs within the alkali industry. The large demand for chlorine, likewise, has been a factor in tending to increase the production of electrolytic caustic soda, while the makers who use the Solvay process have no by-product chlorine to sell.

IN essential oils, peppermint stood out as a record breaker for the year, and those manufacturers of tooth-pastes who were compelled to use it, saw it go to fourteen times its normal price. Natural oil sold up to \$28.00 a pound in November, and closed the year very near this level. The production was short and all available stocks closely controlled. The trade believes that 1926 oil will quite naturally sell at lower prices, but as new production is nine months away, it is difficult to see how the price can break very sharply if the present controllers of the situation do not let go.

Bergamot oil production in 1925 was reported twenty per cent under last year. High import cost gradually forced up the American market and spot sales of standard goods were made up to \$6.00 a lb. This compares with a

(Continued on page 63)



Oil Bergamot Average Monthly Price for the Past Ten Years—\$4.77 lb.

Oil Geranium, Bourbon, Average Monthly Price for the Past Ten Years—\$6.09 lb.

Terpineol Average Monthly Price for the Past Ten Years—78c lb.

Antoine Chiris Company

147-153 Waverly Place - - - New York City

PHONES: SPRING 1187-1188

Chicago Office, 186 N. La Salle Street

Phone: Franklin 4598



"Chiris" Works at Boufarik, Algeria

OVER 25 years ago when the demand for OIL or GERANIUM ROSE increased to a point where the size of the crops in France were insufficient to meet the increasing demand for this Oil, "CHIRIS" undertook the cultivation of the Geranium plant in Boufarik, Algeria.

The combined annual production of all the distillers in Algeria now amounts to from 40,000 to 60,000 kilos of Oil.

The results obtained by the use of ROSE GERANIUM in Soap Bouquets may be compared to that of Jasmin in a Perfume Extract.

Send request for sample of Oil Geranium Rose Algerian "Chiris".



The Same Since 1768

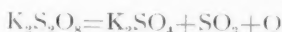
CHIRIS

Soap Bleaching With Persulfates

Results Obtained Through Their Varied Manipulation at the Soap Kettle

By E. Schotte, Poland Soap Works, Anniston, Ala.

LIKE chlorine, the bleaching action of persulfates is due to the fact that nascent oxygen is liberated in aqueous solutions, and coloring material which is present is consequently destroyed. Persulfates decompose as follows:



Potassium persulfate is most widely used in soap bleaching to-day, being the cheapest. It is sold under various trade names, with small proportions of ammonium persulfate present, such as peroxol, palidol, persofol, and others. The composition of a typical example of these persulfate compounds is potassium persulfate 83 per cent, ammonium persulfate 12 per cent, water 3 per cent.

With persulfates, the reaction is energetic, sufficiently so that the oxygen may have a harmful action on the iron of the kettle. The iron oxide, dissolved in the soap, may cause a later darkening. The injurious action is greater when the temperature of the soap is high, as might be expected. Even while stirring the bleaching agent slowly and carefully into the boiling soap, the soap rises in the kettle through the quick oxygen development. A great part of the oxygen cannot be taken up by the soap and escapes unused or acts on the iron of the kettle. Great care should be taken to test that all the persulfate is used up. It seems that it prevents a total separation of soap and lye. Furthermore it has been proved that the bleaching effect was later totally lost when the soap contained any residual persulfate.

Excess Persulfate Darkens Soap

Nast¹ suggests that the remaining persulfate decomposes, especially under influence of light. The sulfuric acid formed acts on the soap and causes the darkening. Some soaps, however, showed a darkening in storage even when all persulfate was used up. There is a possibility that certain fats or mixtures cannot be bleached with persulfate. A permanent bleaching effect was obtained by Nast with soaps of bone grease, cocoa fatty acids, palm kernel fatty acids and a vegetable oil. The different materials were all originally dark.

Soaps were made with mixtures of bone grease respectively with equal parts of the

other above named materials. These soaps were treated with 1 per cent persulfate and only the mixture of bone grease with vegetable oil gave a bleaching effect that disappeared in two days. Palm kernel, coconut fatty acids and vegetable oil, equal parts, gave a soap with a permanent bleaching effect. The four fats together, equal parts, yielded a soap which color darkened in about eight days. Bone grease and vegetable oil together seem to prevent a permanent bleaching.

Nast does not give any details regarding the method followed. Neumann² gives a more detailed report of his experiments. The stock used, for a white settled soap, was 2000 kilograms tallow, 800 bone grease, 600 peanut fatty acids, and 1600 palm kernel oil. First were saponified tallow and bone grease. One salt change was made and the lye taken off. Then with the next strong change, the palm kernel oil was saponified and followed by the bleaching. Further changes were made and the kettle covered for 48 hours. Working this way hardly no results were obtained. The whole scheme was then changed.

Details of Second Method

In the second experiment, the kettle was charged with 800 kilograms 38° Bé caustic soda and 200 kilograms water. The steam was turned on and the 800 kilogram bone grease and 600 kilogram peanut acid oil added. The saponification took place quickly and the soap was very thin on account of the excess alkali. After good boiling, the steam was turned off and 300 kilograms water added for cooling down. The compressed air valve was then opened. Fourteen kilograms of persulfate were mixed with some cold water in a wooden tub and little by little added to the fluid soap. In the first experiment, the temperature was about 100° C., but this time, at the much lower temperature, the soap did not rise in the kettle to any extent. The oxygen evolves more quickly. The amount of persulfate was added in about one half-hour and stirring was continued for another half-hour. The steam was turned on again, further caustic added and the 2000 kilograms of tallow were run in. Attention was paid to a good boiling of the soap, to remove

¹ Seifensieder Zeitung, 1925, p. 149.

² Seifensieder Zeitung, 1925, p. 43.

all oxygen bubbles. The soap was kept strong.

At the end of the day, the soap was salted out, and the next morning, the spent lye was run off. The palm kernel oil was then added to the kettle with caustic soda. The third day, the soap was finished and the kettle covered. The color of the soap was light. In this experiment, 0.3 per cent persulfate on the basis of total fat, was used, and although this was increased to 20 kilograms (.4%), no further improvement could be obtained. The low temperature (70°-80° C) is necessary to permit a gradual oxidation and to reduce the loss of oxygen, while the excess of alkali prevents the attack on the iron by the oxygen. Excess alkali is also needed to neutralize the sulfuric acid formed in the reaction. One kilogram potassium persulfate requires about the same amount 40° Bé caustic soda for neutralization.

To get further improvement of the bleaching effect, the bone grease was boiled with 10 per cent 15° Bé sulfuric acid for one hour in a closed bleaching vessel. After good settling the same method was followed as above. The soap hardly had improved in color. When the peanut acid oil was washed with acid, the color of the soap was almost white. The washing removes colored impurities, protein-like matter, etc. This makes the bleaching easier and more effective. Another experiment was done with a soft soap. Here better results were obtained when the persulfate was added when the soap was somewhat cooled.

Summarizing the above,² we see that good results can be obtained with persulfate. The best use is when in a white soap base a part of the stock is replaced by dark material. By bleaching a base made from tallow and coconut oil no better results can be obtained than those obtained by thoroughly washing the soap. The dark material should be saponified and bleached separately. Although it increases the cost, in some cases washing of the material before saponifying may be to advantage. When mixtures are used, it may be necessary to bleach separately.

² Further literature: Braun, *Seifensieder Zeitung*, 1924, p. 804; Kolty, *Zeitschrift d. deutsche Oel & Fettina*, 1924, p. 556.

Malcom V. Blane and J. G. Blane are proprietors of Wonder-Root Soap, formerly made by the J. S. Long Co. at New Orleans, La. The business was transferred several months ago and the new owners report expansion in the new business.

Monsanto Chemical Works, St. Louis, are packing methyl salicylate in a new type 50-lb. container. In order to introduce the new package the company offers one 50-lb. can to each customer at the regular bulk price of 41c. lb.

Olive Oil Crop Estimate Low

The 1925-26 olive oil production of countries in the Mediterranean Basin is expected to be considerably below 1924 in quantity, but of good quality, according to a report received by the Department of Agriculture from Consul H. A. Doolittle at Marseilles. The production of six countries, including Spain, Italy and Greece, the most important producers, is expected to be between 1,040 million and 1,060 million pounds. This would be about 35 per cent below the total of 1,608 million pounds, reported in the latest available estimates for the same countries last year.

Two estimates of production in Greece have been received. Consul Doolittle reports an estimate of 88,000,000 pounds. Consul Arthur Garrels at Athens states that official and trade estimates in Greece range from 99,000,000 to 113,000,000 pounds, or 13,000,000 to 15,000,000 gallons. Production in 1924 was reported by the same Consul, quoting official sources, as amounting to 289,000,000 pounds or 39,000,000 gallons. His latest report states that 80 per cent of this year's product will probably contain from 4 to 12 per cent acidity, and the remaining 20 per cent from 1 to 3 per cent acidity.

The quality of the Mediterranean crop as a whole is expected to be fairly good. The Italian crop is reported as good except for Calabria and Sicily. Spain, will have a crop of fair quality. France will have a crop of good quality, also Tunis. Consul Smith at Tunis has previously stated that the crop of that country was expected to be excellent. Estimates for the 1925-26 production are given below with the latest estimates for 1924-25.

Country	1924-25 1,000 pounds	1925-26 1,000 pounds
Spain	738,958	661,000
Italy	456,360	165,000
Greece	289,000	88,000
Algeria	57,320	22,000
Tunis	48,500	88,000
France	17,857	15,000
<hr/>		
Total above 6 countries	1,607,995	1,039,000
Other countries	32,938	—
<hr/>		
Total report for Mediterranean Basin	1,640,933	—

Edward E. Arnold, Arnold, Hoffman & Co., Providence, R. I., died late in December at the age of 71.

Price Cutting and How to End It

A More Intensive Cultivation of the Market for Disinfectants and Insecticides As a Means to Eliminate Poaching

By H. A. NELSON,

General Manager, Chemical Supply Co.

In a recent issue of SOAP, there appeared an article dealing with the diminishing profits in the soap industry, "Printers' Ink" of November 12 shows that the wholesale and retail garment workers are facing a serious crisis in their trade. They have cut the profits to get the business, and they have lost both the profits and the business. Take up any trade publication and almost invariably you will find a similar cry.

What is taking place in the disinfectant and insecticide industry? Nobody need be told. Everybody knows that price cutting is now common practice, even among folks who, but a few years back, sold their goods on the basis of quality only. In their anxiety to get business, many jobbers of disinfectants have slashed prices to a point where there is hardly any profit left. As a consequence, quality is being sacrificed to meet the insatiable demand for goods at a price. It seems incredible that such a condition could exist in an industry which offers such unlimited opportunities, but, nevertheless, it does exist.

Talk Price, and Price Only

NOT long ago, I was talking with a very large jobber of disinfectants, insecticides and allied products. He was telling me of some condition he had to meet daily and the scandalously low prices at which sanitary products were being offered to the consumer. I asked: "What causes all this?" And he promptly answered: "Most jobbers talk price and price only, instead of quality and what their merchandise will do for the user."

This seems to be a universal condition at present, yet one that can be easily rectified. It has been largely brought about by the tendency of a number of jobbers trying to get the business from one and the same user. If A offered disinfectant at \$1.50 per gallon, B offered to fill the order at \$1.20 or even at a lower price if it were necessary in order to get the business. Not only are such practices unsound, they are entirely unnecessary. The disinfectant business is still young as compared with other industries. Certain it is, that many folks who could profitably use disinfectants, insecticides,

deodorants, etc., are not using them now. Yet, how many jobbers are doing any direct mail advertising to increase their sales? How many are advertising regularly in local newspapers? Pick up any newspaper and you will be at once impressed with the total absence of advertisements of sanitary specialties. Occasionally you will find a small insertion by an exterminating company, a one-inch ad, perhaps, but hardly ever anything else about the broad subject of sanitation. If any jobber would carry on a well-thought-out advertising campaign, he would not need to resort to price cutting.

The Penalty of Laziness

LAZINESS in ideas carries its own penalty. Get off the beaten path. Put on your thinking cap and you will find many prospects for sanitary products in places where you never thought of finding them. Sell your goods, not on a price basis, but on the basis of what they will accomplish for the user and your sales cannot but increase.

Large furniture manufacturers are losing thousands of dollars because mohair suites are constantly being damaged by moths. Department stores, furniture stores, homes, etc., suffer in a similar manner. Are you getting your share of that business? All you need is stick-to-it-iveness and a real desire to accomplish results for your prospects. Show them how you can help them overcome these enormous losses from moths and you need not worry about an order at a fair price. Binderies, leather goods manufacturers, makers of paper boxes, and others, are continuously pestered by roaches and other vermin. Have you solicited their trade? There is plenty of business to be had by progressive concerns,—without poaching.

Many people actually wish to buy sanitary products, but do not know where to obtain them. Let them know; tell them often, it is certain to bring results. Perhaps you need more information about certain products you handle, if you are a jobber. Write for it to the manufacturers. Tell them your plans. They are always glad to help you increase your sales at prices that will leave you a decent margin



SOLVAY

76% Caustic Soda

Solid—Flake—Liquid

Light 58% Soda Ash

"Fluf" (extra light Soda Ash)

Modified Sodas



The Solvay Process Company

Detroit, Mich.

Syracuse, New York

Hutchinson, Kans.

Wing & Evans, Inc., Sales Department, 40 Rector St., New York

Boston

Cincinnati

Cleveland

Detroit

Pittsburgh

Chicago

Syracuse

Indianapolis

St. Louis

Philadelphia

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of profit, and they can often give you valuable assistance.

In short, here are just a few of the remedies for price-cutting: 1. A more thorough investigation of the real market for disinfectants, insecticides, and other sanitary specialties. 2. A more intensive cultivation of that market

(a) by salesmen equipped with facts about your goods and their various uses, (b) by advertising in local newspapers and by direct mail. 3. By a closer co-operation between jobbers and manufacturers. There never was a need for price cutting. There is none now. Let's us away with it!

Issue Government Alkali Specifications

PROPOSED specifications for soda ash, sodium carbonate, laundry soda, caustic soda, and concentrated lye for Government Departments and establishments connected with the Government, have been issued by the Bureau of Standards Federal Specifications Board. The Miscellaneous Chemical Products Committee of this Board is desirous of securing criticism or comment on the specifications before they are definitely adopted. Briefly, the summarization of the specifications is as follows:

Caustic Soda—Granular or powdered, containing not less than 95 per cent of NaOH, and not more than 1.5% of carbonate calculated as Na_2CO_3 . Shall be furnished in hermetically sealed metal cans, each to be marked with net weight, trade mark, and name of maker.

Concentrated Lye—Coarsely powdered or granular, containing not less than 90% NaOH, and not more than 4% carbonate as Na_2CO_3 . Other specifications same as for caustic soda.

Laundry Soda—White powder containing approximately 47% sodium carbonate and 37% sodium bicarbonate, and 16% chemically combined water. (Commonly known as sesquicarbonate of soda.) Total alkalinity as Na_2O shall not be less than 39% or more than 42%. Sodium bicarbonate shall not be less than 35% nor more 38%. Insoluble matter shall not exceed 0.1%.

Sodium Carbonate—Granular of formula $\text{Na}_2\text{CO}_3 \cdot \text{H}_2\text{O}$. Total alkalinity as Na_2O shall not be less than 48.5%, equivalent to 83% anhydrous sodium carbonate. No NaOH shall be present. No bicarbonate shall be present. Insoluble matter shall not exceed 0.1%.

Soda Ash—Powdered anhydrous sodium carbonate, "known to the trade as 58% ordi-

nary or light soda ash." Total alkalinity after drying one hour at 150 deg. C. shall not be less than 58% calculated at Na_2O , equivalent to 99.2% of Na_2CO_3 . No NaOH or bicarbonate shall be present. Insoluble matter shall not exceed 0.25%. Loss in weight on heating one hour at 150 deg. shall not exceed 1%. Thirty grams shall have a volume of between 55 and 65 c.c. Not over 0.5 shall be hard lumps too large to pass through a standard No. 4 sieve.

In sampling, one container of lye or caustic soda shall be taken at random from each lot of 50 and sent for testing. In soda ash, laundry soda, and sodium carbonate, one can or carton shall be taken at random from not less than 1 per cent of the vendors' shipping containers, provided such containers contain not less than 50 pounds each. In the case of smaller containers a can or carton shall be taken at random from each lot of containers totaling not to exceed 5,000 pounds. The seller shall have the option of being represented at the time of sampling and when he so requests shall be furnished with a duplicate sample.

When in bulk, a grab sample of not less than one-half pound shall be taken at random from not less than 1 per cent of the vendors' shipping containers, provided such containers contain not less than 100 pounds each. In case of smaller containers a grab sample of not less than one-half pound shall be taken at random from each lot of containers totaling not to exceed 10,000 pounds. The total sample shall in all cases consist of not less than three grab portions taken at random from separate containers.

Complete details as to preparation of samples, methods of analysis, and reagents proposed, may be secured directly by interested parties by communication to F. W. Smither of the Miscellaneous Chemical Products Committee, Federal Specifications Board, Bureau of Standards, Washington.

Modern Soapmaking in South America



How the Soap Industry of South America Has Developed. A Full Line of High Type Soaps Now Being Produced in Colombia. Forty Years Ago, None of These Goods Were Used.

The purchase recently of the soap and toilet goods plant of R. Arjona S at Barranquilla, Colombia, South America, by Antonio J. Angulo & Sons, who are now operating the plant, marks the growth from small beginnings of the first modern soap factory in Colombia. Established over forty-two years ago, in 1883,

of the house, which gives a good idea of the manner in which the South American toilet goods demand has expanded, now includes toilet and fancy soaps, creams, powders, perfumes, toilet waters, and other minor toilet goods. The photograph shows how the line has been refined and completely modernized in keeping with the change in the type of demand within the country. It also is a fair gauge of the improvement in living conditions in Colombia over the past forty years, prior to which



the difficulties confronting the business at the beginning were great. Because of the small market within the country for extensive soap production, broad extension of development was impossible. Only in more recent years, with the improved education of the people and better living conditions, has a wider expansion of the business been possible.

The production at present is about 200 tons of soap per month of various kinds. The full line



keener competition which must be met by French, English, and American soapmakers shipping to Colombia, is apparent.

B. & W. Co. Moves to New Plant

The B. & W. Co., manufacturers of lanoline, wool grease and other oil products, Elizabeth, N. J., has moved to a new plant at Westfield, N. J. The new building occupies over a half-acre of ground on the state highway and affords the company greatly increased facilities for the production of its products. The factory at Elizabeth will be kept in operation until the Westfield plant is in production when the Elizabeth unit will be moved to the new location. A railroad siding along the New Jersey Central will facilitate the receipt of raw materials and the shipment of finished products.

Palmolive Co. has filed a complaint with the Interstate Commerce Commission stating that unfair rates are being charged for carrying the company's soap to points west of Milwaukee. The complaint points out that the company's competitors at Kansas City enjoy from 14% to 18½% lower rates than does the Palmolive Co. and states that shipments from Omaha can be made for as much as 19% less. More reasonable rates for the future are asked.

The quartermaster, Fort Sam Houston has awarded the following contracts for soaps and cleaning materials: Ullmann, Stern & Krausse, Inc., San Antonio, 480 tins lye at 6.67c and 2,923 cakes white floating soap at 6.615c; and Armour & Co., Chicago, 2,000 cans soap powder at 4.09c and 3,000 cakes scouring soap at 3.89c.

Colgate & Co. report that during 1925 a total of 1,330 employees invested in the company's 7% Employee Investing Bonds. A 1926 series has been announced and will be sold on much the same plan as in the past year except that interest will be paid twice a year instead of quarterly.

National Oil Products Co., Harrison, N. J., manufacturers of special textile and leather soaps, held an annual sales convention at Highland Pines Inn, Southern Pines, N. C., early this month.

James Good, Inc., Philadelphia, has been awarded a contract to supply Fort Sam Houston with 2,500 pounds saddle soap at 11.9c lb., ½ per cent ten days.

Everhardus Schotte, formerly chemist with John T. Stanley & Co., New York, became chief chemist of the Poland Soap Works, Aniston, Ala., on Jan. 1.

Waltke & Co. Issue New Stock

William Waltke & Co., St. Louis, has sold \$500,000 seven per cent cumulative preferred stock at \$100 per share and 30,000 shares of no par value stock, common, at \$40 per share through W. A. Harriman & Co., New York, and G. H. Walker & Co., St. Louis. The company now has \$1,500,000 of preferred outstanding, of an authorized \$2,500,000, and 100,000 shares of common which is the total authorization. Stocks are listed on the St. Louis Exchange. The preferred is redeemable at 110 with dividends. Beginning Dec. 31, 1927, a sinking fund will be started to purchase preferred stock at not to exceed the redemption price.

Louis H. Waltke, head of the company, in a letter on Dec. 14, stated that the business was founded in 1858, and has shown a consistent growth, sales for 1924 aggregating \$6,400,000. The new stock issue is to readjust the company's capital structure and retire all former stock. Company real estate consists of 10½ acres on East Grand Ave., St. Louis, and, with plants, is free and clear of mortgages.

Naval Stores Conference Mar. 1

The third Get-Together Conference of Southern naval stores producers and distributors with the land and timber owners will be held in New Orleans, Monday, Tuesday and Wednesday, March 1-2-3, 1926, at the St. Charles Hotel. Mr. Carl F. Speh, Secretary and Manager of the Turpentine and Rosin Producers Association, is Chairman of the Arrangements Committee. Arrangements will be made to have several representatives of the Mellon Institute of Industrial Research of the University of Pittsburgh at the Conference to explain the progress that has been made during the past year in developing the greater use of rosin by the large soapmakers. O. H. L. Wernicke is general chairman of the conference.

Thermo-Glycerine is the name of a glycerin solution for automobile radiator use which will soon be pushed in the automotive markets by Colgate & Co. The product is reported to be similar to No-Vap, Ivo, Zero Foe, and others now on the market.

Kenneth Warden is the new general manager of Armour & Co.'s soap department. Mr. Warden was formerly advertising manager of Lever Bros. Co., Cambridge, Mass.

Tooth soaps and dentrifices to the amount of 279,479 pounds, valued at \$269,469 were exported in October.

The Golden Notes of the Bathroom Baritone Are Inspired



by "GOLDEN FLEECE" Lanoline

EACH MORNING, in the Apartment Houses of the Bronx and in the Stucco Bungalows of Los Angeles, a million Shavers and Bathers are united in a strong male chorus, singing the praises of Lanoline.

Lanoinated Soaps! Each day brings them added popularity. The progressive Soap Makers and Manufacturers of Shaving Creams know this. Lanoinated Soaps and Shaving Creams are already a success.

There is still lots of room. Go after this market. And nowhere will you find a Lanoline with the smooth healing properties of "GOLDEN FLEECE."

"GOLDEN FLEECE" Lanoline is a U. S. P. product and its absolute neutrality is fully guaranteed. It will not turn rancid under any conditions. If you are striving for a product which incorporates those "super-cream" qualities of cleansing and healing, try "GOLDEN FLEECE."

We shall be glad to send you a sample of this product. Without charge. Without obligation. May we?

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BOSTON BRANCH
305 Congress Street

LOS ANGELES BRANCH
683 Antonia Street

Join Ungerer Sales Staff

H. B. Moore and G. W. Collins have joined the sales staff of Ungerer & Co., New York, and will cover the Metropolitan territory for this house. Expanding business has necessitated the addition of Messrs. Collins and Moore to take care of the increase. Mr. Collins was formerly associated with Cox, Aspden & Fletcher, known to the essential oil trade as the official agents for the Mysore Government on East Indian Sandalwood oil. Prior to this connection, he was with Balfour Williamson & Co. Mr. Moore goes to Ungerer & Co., from Irving R. Boody & Co., importers of Chinese products, for whom he acted as New York sales representative. Before joining Irving R. Boody & Co., Mr. Moore was sales representative for the E. R. Smead Co. for about five years. L. M. Villalon, who has been temporarily in charge of the New York territory for Ungerer & Co., since the death of E. L. Whitehouse some months ago, sailed January 7th for Cuba, Porto Rico and Mexico. He is now in charge of the Cuba, South and Central America export department of Ungerer & Co.

P. & B. Offer Wool Fat Acid

Pfaltz & Bauer, Inc., New York, announce the arrival in this country of samples of wool fat fatty acid light of which spot stocks will be available within the next few weeks. This product, suitable for use in place of fatty acids in soaps, is said to be 90 per cent saponifiable in theory and in actual practice works out about 85 per cent. It contains from 2 to 3 per cent moisture and from 5 to 8 per cent unsaponifiable material. This unsaponifiable material acts as a superfatting agent.

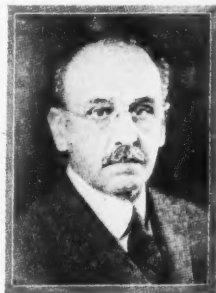
The art collection, formerly the property of Viscount Leverhulme, which was sold several months ago to American art dealers, will be exhibited and sold in several parts, commencing February 3. The Anderson Galleries, New York will supervise the sale, which will probably last for more than a month.

Palmolive Co., Chicago, has been awarded a Government contract for 45,000 pounds soap chips at 10.625c a pound, and Wing & Evans, Inc., St. Louis has been awarded one for 43,000 pounds soda ash at 2.28c a pound.

Bergamot oil exported from Italy during 1924 amounted to 160,616 kilos, valued at 21,691,718 lire, as compared to 121,140 kilos, valued at 20,325,045 lire, during the first six months of 1925.

W. T. Hathaway Dies Suddenly

Walter T. Hathaway, who on Oct. 3 last celebrated a half-century of service with Col-



W. T. HATHAWAY

gate & Co., died suddenly of heart failure on Dec. 16 while addressing the annual sales convention of the laundry soap sales department at the plant in Jersey City. Mr. Hathaway was 66 years of age and was a widely known figure in the American soap industry. He had been in ill health for over a year prior to his death. Born in New Bedford, Mass., on May 30, 1859, he began work for Colgate as an office boy at the old offices of the firm at 55 John St., New York, in 1875. He worked his way up through the organization until he became head of the purchasing division, which position he held at the time of his death, although he had not been as active during the past year as previously. For the past three years, he has been chairman of the convention committee of the American Manufacturers of Toilet Articles. He is survived by his wife and one daughter. Interment was at Taunton, Mass.

August Klipstein Dies

August Klipstein, president of A. Klipstein & Co., New York, died at his home, 378 West End Avenue, New York, on Friday, Jan. 8. Mr. Klipstein, widely known throughout the chemical industries of both the United States and Europe, was 82 years of age.

The quartermaster supply department, Brooklyn, N. Y., has made the following awards of contracts for soaps: Armour & Co., 4,000 bars common soap at 5¼c; Windsor Soap Co., Inc., 4,000 bars white floating soap at 3.55c, and 7,000 cans soap powder at 7c; and 100 pounds soft soap at 8½c; John T. Stanley Co., Inc., 16,000 cakes scouring soap at 5¼c; and James Good, Inc., 6,370 pounds saddle soap at 13.98c, and 6 pounds saddle at 24c.

Dorraine Cleaners & Dyers, Atlantic City, N. J., has been incorporated for \$125,000 by Nellie A. Rupp, Gertrude J. Rupp, Edward Northcroft.



*"Distinguished for
its high test and
uniform quality"*

Soda Ash Caustic Soda Bicarbonate of Soda

Michigan Alkali Company

General Sales Department

21 East 40th Street

New York, N. Y.

Bond Joins National Packaging

Charles L. Bond, for the past twenty-five years in the automatic weighing machinery business and developer of the "Improved Bond" weighing and filling machines, has become Pacific Coast representative for the National Packaging Machinery Co., Boston, Mass. Mr. Bond served his apprenticeship with Fairbanks. In 1902, he was granted his first patent, and soon afterward, formed the company at Los Angeles which for a decade bore his name. During the past five years, he has been in Boston engaged in the development of packaging equipment. His present office is located at 3839 Park Boulevard, Oakland, Calif.



The Soap Industry of Denmark

A slight increase in the production of soaps in Danish plants was noted in 1924, according to Consul Ellis A. Johnson at Copenhagen. The following figures show the trend of soap manufacture, but do not give many small establishments which do not send in records and which do not come under the Labor and Factory Inspection Control.

Number of factories	35	29	38
Workers	658	733	942
Production (tons of 2204.6 lbs.)			
Soft soap	12,489	15,613	15,832
Hard soap	5,643	6,871	8,053
Crystalized soap	15,873	18,263	20,230

As England Sees It

There has been so much agitation recently about off-colour jokes, that we announce with extreme great pleasure the arrival of an absolutely clean joke, as witness:

He: "You are a little Fairy, may I hold your Palmolive?"

She: "Not on your Lifebuoy, your head's solid Ivory."

He: "This is where I get the Colgate."

She: "I Woodbury that joke if I were you."
—Snicker Snacks.

Warren E. Burns has disposed of his interests in Morana, Inc., in order to devote all of his time to the development of his numerous Florida properties. The Jasmin Point Estates Corp. of New Port Richey, Fla., has been formed by Mr. Burns to manage a new real estate development, which adjoins his estate.

Fire Destroys Kendall Plant

The plant of the Kendall Products Co., 211 Vernon Ave., Long Island City, N. Y. was destroyed by fire on Sunday, Dec. 13 with an estimated loss of \$200,000. The fire started in a shanty in the yard of an iron works adjoining the Kendall soap plant, and upon reaching stocks of stored fats and greases, engulfed the entire factory. The losses were made up mostly of raw materials and machinery.

The quartermaster supply officer, Fort Mason, has awarded the following contracts for soaps, chemicals and cleaning materials all the firms being in San Francisco: 8,940 cans lye at 7.24c. to John Rothschild & Co., Inc.; 7,700 pounds sodium carbonate at \$2.14 to Pacific Silicate Co.; 2,400 pounds laundry soap at 5.1c. to D. J. Horhan; 160 cartons soap powder at 14.96c. and 50 gallons liquid soap at 43c. to Jos. Guttradt Co.; 2,000 cakes soap at 3.927c. to Hooper & Jennings; 2,000 pounds chlorinated lime at 4.4c. to Henry C. Hacke; 10,000 pounds soda ash at 2.14c. to Braun-Knecht-Heimann Co.; and 5,000 pounds sal soda at 1.275c. to Los Angeles Soap Co.

C. W. Aiken, of the Houchin-Aiken Co., Hawthorne, N. J., is still at his old homestead at Franklin, N. H., where he has been since last June, when his wife's illness made it imperative that she be moved to a more favorable climate. Reports indicate that Mrs. Aiken is improving slowly. It cannot be said, at this time, when Mr. Aiken will return.

International Salt Co., New York, will move early in the spring to a new office building now being built across from the New York Public Library at Fifth avenue and Forty-second street.

Walter Goff, manager of the coumarin, vanillin, and methyl salicylate departments of the Monsanto Chemical Works, St. Louis, spent a week at the New York office recently and returned to St. Louis on January 8.

Imports of glycerin during October, 1925, totaled 4,656,626 pounds valued at \$548,875, of which 1,654,757 pounds came from the United Kingdom and 1,450,370 pounds from France.

Procter & Gamble Distributing Co., Philadelphia, has been awarded a contract to supply the U. S. Engineer, Philadelphia with 10,000 cakes laundry soap at 5.39c. a pound.



Overstocked With Staple First Class

SOAP MACHINERY

Therefore Big Reduction on Every Item

Soap Presses

Jones Automatic Pin Die Presses
Jones Automatic Combination Presses
Jones Automatic Small Presses
Machinery Designing Automatic Presses
Ralston Automatic Soap Presses
Scouring Soap Presses
Crosby Foot Power Soap Presses
Dopp Foot Power Soap Presses

Soap Powder Machinery

J. H. Day Jaw Soap Crusher
Blanchard No. 10-A Soap Powder Mills
Blanchard No. 14 Soap Powder Mills
Allbright-Nell 5 x 7 Crystallizing Rolls
Condon Crystallizing Rolls
Williams Patent Crusher & Pulverizer
Raymond Soap Powder Mills
Broughton Soap Powder Mills
Sedberry Crusher, Grinder & Pulverizer

Soap Cutting Tables

New Hand-power Wooden Cutting Tables
Soap Cutting Table with Self-spreader
Houchin-Aiken Power Cutting Tables

Toilet Soap Machinery

6-roll Granite Toilet Soap Mills
4-roll Granite Toilet Soap Mills
3-roll Granite Toilet Soap Mills
Houchin-Aiken 4-roll Steel Mills
Houchin-Aiken 5-roll Steel Mills
Experimental Mill and Plodder
Houchin-Aiken Plodders
Rutschmann Plodders

Soap Crutchers

Houchin-Aiken Perfection Crutchers
Dopp Steam Jacketed Crutchers
Arnold Doll Steam Jacketed Crutchers
Crutchers for Floating Soaps
Steam Jacketed Crutchers, 5,000-lb. cap.
Steel Steam Jacketed Kettle with agitator,
7' diam. x 7' deep
Steel Tank, 6' x 6' with agitator and coils

Filter Presses

Perrin 18 x 18 Cast Iron Filter Presses
Shriver 24 x 24 Cast Iron Filter Presses
Shriver 18 x 18 Cast Iron Filter Presses

Various Other Items

Steel Soap Frames (various capacities)
Soap Wrapping Machines
Self Sealer & Weighing Machines
Soap Chippers
Glycerine Evaporators
Soap and Oil Pumps
Spiral Conveyor
Soap Remelters, 3' 10" diam. x 8' deep
Proctor & Schwartz Cooling & Crushing
Rolls
Drying Room Equipment
Condon, Huber and Proctor & Schwartz
Complete Soap Chip Dryers
Howe & Fairbanks Floor and Platform
Scales
Barrel Filler
Scharr Laboratory Scale
Bottle Filling Machinery
Silicate of Soda Digester
Soap Racks
Ideal Stencil Machine
Brass Soap Dies
Round & Square Steel Tanks (var. sizes)
Galvanized Tanks
Bottle Capping Machine
Day Grinding & Sifting Machinery
Day Talcum Powder Mixers
Soap Boiling Kettles
Talcum Can Crimpers
Proctor & Schwartz Bar Soap Dryer
H-A Caustic Drum Sledging Machine, etc.

For Complete Description Wire or Telephone

NEWMAN TALLOW & SOAP MACHINERY CO.

1530 SOUTH HALSTED STREET

CHICAGO, ILL.

Telephone—Canal 0917-5558

Liquid caustic soda freight rate has been reduced by the New York State Public Service Commission covering tankcars with minimum 60,000 pounds from Niagara Falls, N. Y., to North Tonawanda, N. Y. The new rate is 6 cents, a reduction of 5.5 cents per hundred and was effective Dec. 26 last.

Solvay Process Co. will be represented in the Southwest territory by F. T. Buss, formerly Texas sales manager for Whitelaw Bros. Chemical Co., St. Louis. The latter concern, which has acted as Solvay's agent for some years past, discontinued business with the close of 1925.

National Oil Products Co. and the Metasap Chemical Co., both of Harrison, N. J., have opened offices at 204 Johnston Building, Charlotte, N. C., for handling their Southern business in textile soaps and specialties for the textile industry. The office will be in charge of C. I. Post.

Louis McDavit, manager of the Laundry Sales Department of Colgate & Co., was elected treasurer of the American Grocery Specialties Association at the organization's recent convention.

Morana, Inc., New York, held the annual sales conference December 16-18. Carl Schaetzer, president; William H. Rowse, vice-president, and Walter Mueller, secretary, presided at the various meetings.

Exports of rosin in November, 1925, totalled 62,381 barrels, valued at \$1,343,124, of which the United Kingdom took 13,449 barrels and Germany 12,820. Barrels were calculated at 500 lb. each.

Burton T. Bush, Inc., New York, aromatic chemical importers and manufacturers, has moved to larger quarters at 101 Fifth Avenue, where an entire floor is being occupied.

Insecticides are to be defined as poisons and sold only by licensed pharmacists, according to an act introduced in the state legislature of Washington to amend the state poison statutes.

Harral Soap Co., Inc., New York City, have been awarded a contract to supply the Panama Canal supply officer with 3,000 cakes grit soap at \$162.

Exports of silicate of soda from the United States in October amounted to 4,067,552 pounds.

Look for Higher Glycerin Prices

Parsons & Petit, New York, say regarding the glycerin situation in their reports of Jan. 8: Dynamite:—Transactions are reported during the week in the East for January 1 February at 24 cents. There are rumors of a number of trades, but further details are lacking. Sales in the middle west are said to have taken place at 24½ cents and quotations in the Chicago district run from that figure to 25½ cents. The foreign market is easier and quotations today for March shipment are at the equivalent of 23¾ cents, duty paid ex dock U. S. Atlantic Seaboard. Prompt delivery is more in demand than forward and there is little to be had in Europe for this month. The soap business has been none too good in this country, and the production of glycerin, as a result, has been curtailed. There still seems a possibility of a decline in prices during the period between now and the first half of March, after which time, in our opinion, there is likely to be more of a demand and a return to figures as high, if not higher, than have yet been paid. Crude:—Business has been light, with nothing pressing on the market and on the other hand, the buyers have reduced their views and as a consequence saponification has sold as low as 17 cents basis of 88 per cent loose delivered, and lye 15½ cents basis of 80 per cent loose delivered. Today there is a chance of obtaining a fraction more, for a limited quantity. Chemically Pure: The market is without change. Refiners claim to have no trouble in getting 25 cents per lb. in bulk and interest is being shown in carload quantities for forward delivery.

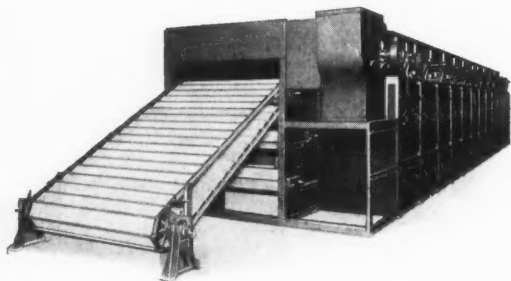
Blytheville Specialty Co., manufacturer of tooth soaps, cleaning compounds, shampoos, and household insecticides, is operating at its new plant at Blytheville, Ark. The company recently removed from Baton Rouge, La.

A consolidation of five California salt producing companies, under the name of the Leslie California Salt Co., is reported. The new corporation has assets of approximately \$3,500,000.

Procter & Gamble Co. has been granted a trade mark registration for "Ivo," an anti-freeze compound for use in automobile radiators.

The annual Christmas Bowling Tournament of the Chicago Perfumery, Soap and Extract Association was held Dec. 23 at the Elk's Club

On drying Soap—



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf

Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.
 GRANITEVILLE MASSACHUSETTS

Trageser Steel Drums— *are built to last!*



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES
 BLACK - GALVANIZED - TINNED

We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

JOHN TRAGESER STEAM COPPER WORKS
 451 WEST 26th STREET NEW YORK CITY

RECORD OF TRADE-MARKS

The following trade-marks are published in compliance with Sect. 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication in the Official Gazette of the United States Patent Office. As provided by Sect. 14, a fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

From the Official Gazette, issues of December 8 to December 29:

Ambre Mousse—This in black letters. Filed June 18, 1925. Claims use since March 1, 1925. For Toilet Soap. Filed by Lenthéric, Inc., New York, N. Y.

Fly-Shy—This in black letters. Filed Aug. 19, 1925. Claims use since April 1, 1923. For Insecticide. Filed by Southern Products Co., Monroe, La.

Royale Bouvardia Proka Wien—This in black letters. Filed Sept. 9, 1925. Claims use since April, 1924. For Solid, Powdered and Liquid Soaps and Saponaceous Preparations for Laundry Uses. Filed by "Proka" Parfumerieund Seifenfabriks A. G., Vienna, Austria.

Palmolive—This on a cake of soap. Filed Oct. 2, 1925. Claims use since June, 1899. For Soap. Filed by The Palmolive Co., Chicago, Ill.

Mellex—This in black letters. Filed Oct. 31, 1925. Claims use since Oct. 3, 1925. For Tooth Paste. Filed by Clarence K. Reiman and Walter Curtis Miner, trustees of San Albus Products Associates, Boston, Mass.

Germo-Guard—This in black letters underlined. Filed Nov. 3, 1925. Claims use since July 30, 1925. For Germicides, disinfectants and deodorizers. Filed by Guard Germicide Co., Geneva, N. Y.

Fly-Guard—This in black letters. Filed Nov. 3, 1925. Claims use since June 30, 1925. For Insecticides. Filed by Guard Germicide Co., Geneva, N. Y.

Fraxi—This in black letters. Filed Nov. 11, 1925. Claims use since May 12, 1925. For Compressed Bath Salts, Crystal Bath Salts, Shampoo Powder. Filed by Eugene Rimmel, Ltd., London, Eng.

My-Co—This in black letters. Filed Oct.

15, 1925. Claims use since Nov. 4, 1905. For Disinfectants. Filed by Masury-Young Co., Charlestown, Mass.

Wash-White—This in white letters on a black background. Filed Dec. 20, 1923. Claims use since early part of 1915. For washing compound. Filed by Household Necessity Co., San Francisco, Calif.

Mack's Klenzola—This in black letters. Filed May 2, 1925. Claims use since April 28, 1925. For Soap. Filed by S. J. McAllister Co., Inc., Birmingham, Ala.

Crest—This in black letters. Filed June 10, 1925. Claims use since Oct. 15, 1908. For Soap, particularly flake Soap. Filed by Woodley Soap Mfg. Co., Roxbury, Mass.

Satinet—This in black letters. Filed June 13, 1925. Claims use since Oct. 15, 1877. For Soap. Filed by James S. Kirk & Co., Chicago, Ill.

Dellarowe's—This in black letters beneath code of arms. Filed Sept. 14, 1925. Claims use since Aug. 10, 1925. For Tooth Paste. Filed by Dellarowe Drug Co., Hollywood, Calif.

Blattis—This in black letters above a picture of a woman standing on a stool. Filed Sept. 15, 1925. Claims use since July 23, 1907. For Preparation for Exterminating Cockroaches and Black Beetles. Filed by Elijah Howarth, Sheffield, England.

C-It—This in black letters. Filed Sept. 21, 1925. Claims use since July 15, 1924. For liquid glass cleaner. Filed by C-It Products Corp., Moline, Ill.

N S P—This in white letters in a black ground with National Sanitary Products Co., written through it. Filed Set. 21, 1925. Claims use since Jan. 1, 1923. For disinfectants, insecticides, chemical compound for cleansing, sterilizing and deodorizing closet bowls, and drainpipe solvents. Filed by National Sanitary Products Co., St. Louis, Mo.

Kleen-a-Pipe—This in white letters in a black background. Filed Sept. 28, 1925. Claims use since July 1, 1915. For composition for cleaning pipes. Filed by Cedar Sweep Co., San Francisco, Calif.

Matchless—This in black letters in a diamond. Filed Oct. 2, 1925. Claims use since June, 1887. For oil polish. Filed by Match-

Myco—This in black letters. Filed Oct. 15, 1925. Claims use since Jan. 1, 1923. For oil soap, liquid soap, soap powder, scouring powder and metal polish. Filed by the Masury-Young Co., Charlestown, Mass.

Mobo—This in black letters. Filed Oct. 15, 1925. Claims use since April 10, 1905. For soap. Filed by John T. Stanley Co., Inc., New York, N. Y.

Scouring Cleanser—A picture of a number of devils cleaning household utensils. Filed Oct. 8, 1925. Claims use since Feb. 27, 1925. For polishing and scouring cleanser. Filed by War on Dirt Chemical Co., Manchester, N. H.

Junior League—This in outline letters. Filed Oct. 23, 1925. Claims use since about July 25, 1925. For toilet soap. Filed by The Beaver Soap Co., Dayton, Ohio.

Palmolive—This in black letters. Filed Nov. 5, 1925. Claims use since June, 1899. For soap. Filed by The Palmolive Co., Chicago, Ill.

King Kole—This in black letters. Filed Sept. 26, 1924. Claims use since July 11, 1922. For soap and cleansing compounds. Filed by H. J. Kohl Co., Sharon Hill, Pa.

Fresno—This in outline letters. Filed Aug. 8, 1925. Claims use since June 4, 1925. For household cleaning preparations with incidental disinfecting properties. Filed by Fresno Chemical Co., Fresno, Calif.

Jof and Gee—This in black letters above two men, all in a square. Filed Aug. 26, 1925. Claims use since June 1, 1925. For cleanser. Filed by Jof and Gee Chemical Co., Newark, Ohio.

Cleaner—A barrel on its side. Filed Sept. 11, 1925. Claims use since Oct. 1, 1907. For Cleaning, cleansing and detergent materials. Filed by J. B. Ford Co., Wyandotte, Mich.

Cleaner—A barrel on its side. Filed Sept. 11, 1925. Claims use since Jan. 1, 1906. For cleaning and cleansing materials. Filed by J. B. Ford Co., Wyandotte, Mich.

Cleaner—A barrel on its side. Filed Sept. 11, 1925. Claims use since Jan. 1, 1906. For metal cleaner for removing oils, greases and rust-preventing compounds from metals. Filed by J. B. Ford Co., Wyandotte, Mich.

Mecca-Shine—This in black letters. Filed Sept. 12, 1925. Claims use since Aug. 17, 1925. For metal polish. Filed by H. W. Howard Co., Washington, D. C.

M-C—This in black letters. Filed Sept. 21, 1925. Claims use since April 16, 1925. For soap and cleaners. Filed by Minute Chemical Co., Chicago, Ill.

Mitox—This in black letters. Filed Oct.

27, 1925. Claims use since July 1, 1924. For insecticides. Filed by The Mitox Co., Mentone, Ind.

Perlora—This in black letters. Filed Oct. 30, 1925. Claims use since Oct. 15, 1925. For tooth powder. Filed by Perlora Mfg. Co., Springfield, Mass.

Trade Marks Granted

206,576. Fly-Repelling Preparation. David F. Burns, doing business as The Nimro Company, Boston, Mass. Filed July 31, 1925. Serial No. 218,162. Published September 29, 1925.

206,590. Chemical Cleanser for Cooling System of Internal-Combustion Engine. Charles L. Funnell, Yonkers, N. Y. Filed August 5, 1925. Serial No. 218,404. Published September 29, 1925.

206,597. Insecticide, Disinfectant, and Deodorant. Hygienic Sanitation Company, Philadelphia, Pa. Filed August 7, 1925. Serial No. 218,459. Published September 29, 1925.

206,613. Germicides, Disinfectants, Deodorants, and Chloramine T. Monsanto Chemical Works, St. Louis, Mo. Filed July 22, 1925. Serial No. 217,725. Published September 8, 1925.

206,620. Lice Powder. I. B. Rogers Company, Danville, Ill. Filed July 23, 1925. Serial No. 217,799. Published September 29, 1925.

206,651. Chemical Compounds—namely germicides, air purifiers, incense, and insect exterminators. Renaud et Cie of America, Boston, Mass. Filed May 23, 1925. Serial No. 214,821. Published September 8, 1925.

206,721. Ant Poison. Leo A. Mattes, Berkeley, Calif. Filed July 15, 1924. Serial No. 200,054. Published October 28, 1924.

206,737. Talcum Powder, Face Powder, Cold Cream, Dental Cream, Perfume, and Toilet Water. Lever Brothers Company, Cambridge, Mass. Filed June 19, 1925. Serial No. 216,056. Published September 15, 1925.

206,765. Lye and Other Pipe Solvents. B. T. Babbitt, New York, N. Y. Filed June 30, 1925. Serial No. 216,665. Published September 22, 1925.

207,132. Soaps. Willesen Manufacturing Company, Molden, Mass. Filed August 30, 1924. Serial No. 202,088. Published October 14, 1924.

207,202. Dry and Wet Cleaning Soap. Salm's Soap Company, Granger, Tex. Filed February 26, 1925. Serial No. 210,195. Published July 28, 1925.

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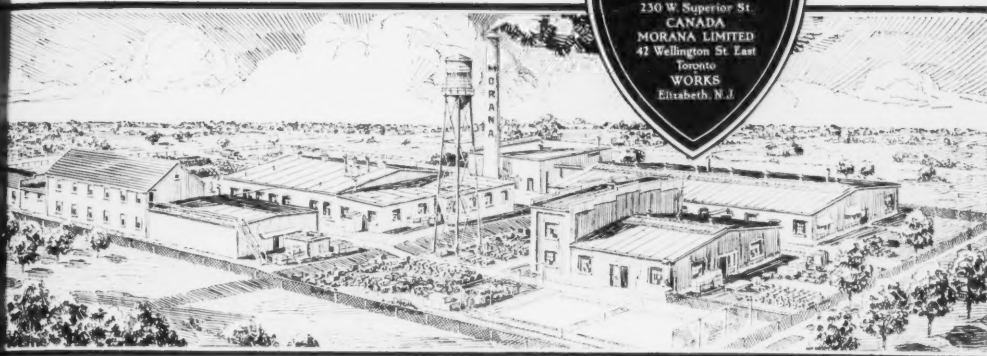
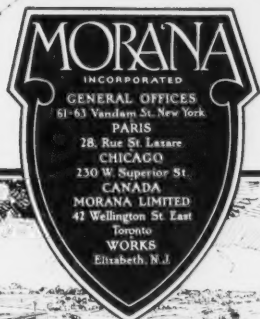
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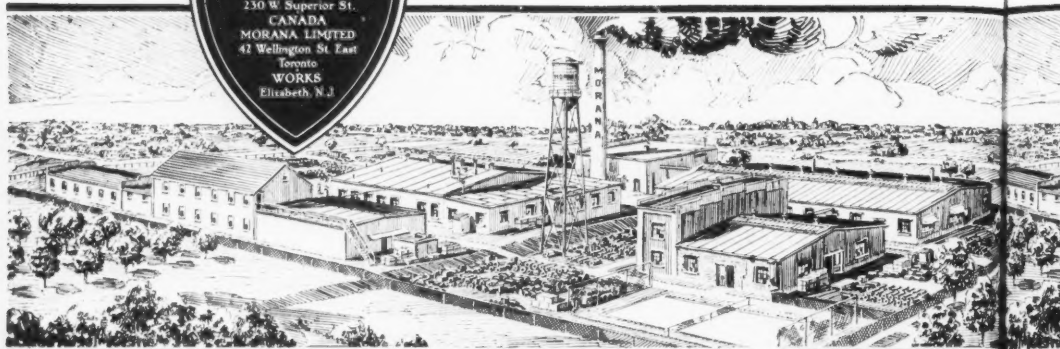
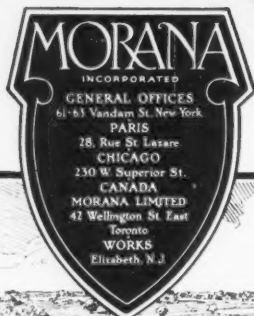




The American works of Morana Incorporated at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

A
low-priced
soap perfuming oil
of great strength
and tenacity—
Geranoxide*

*Trade Mark Registered



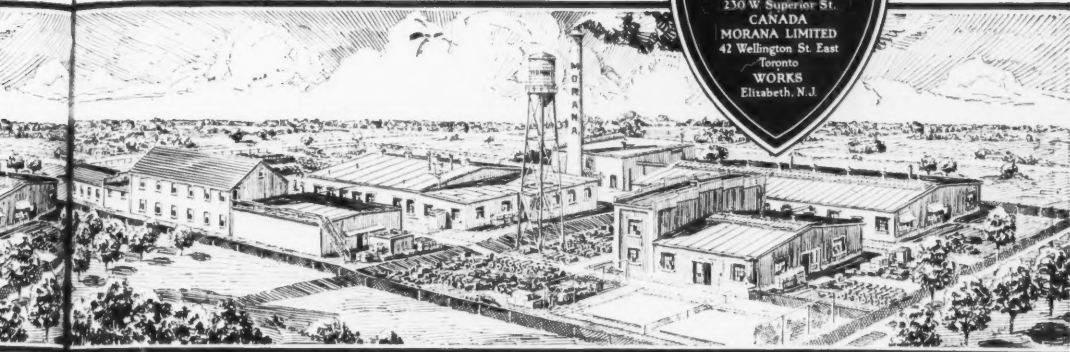
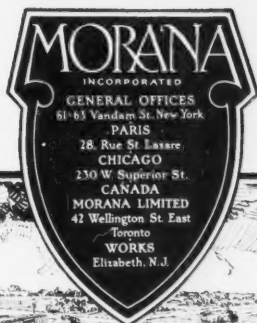
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

THERE are many factors that have an adverse effect upon the perfume ingredients in a soap. Of these, Heat is without a doubt of the greatest influence. That being the case, the heat-resistant quality of a soap perfuming ingredient obviously demands equally as much consideration as does its odor value, for without the former the latter becomes of negligible importance.

The outstanding characteristic of *Geranoxide** is its ability to withstand successfully the breaking-down effect of Heat, as well as the depreciating effects of all of those other factors that menace the odor value of a soap perfuming ingredient. *Geranoxide* "stands the racket." *It lasts.* Its fresh and pungent fragrance is ever-present, from the time that the oil is first incorporated in the mass of soap until the eventual cakes are transformed into fragrant lather.

Convincing proof of the remarkable ability of *Geranoxide* to successfully maintain its odor value, even under the severest conditions, is to be found in its increasing use as a means of softening, or masking, the harsh chemical odors of disinfectants,

* Developed by our research laboratories and made and sold exclusively by Morana Incorporated.



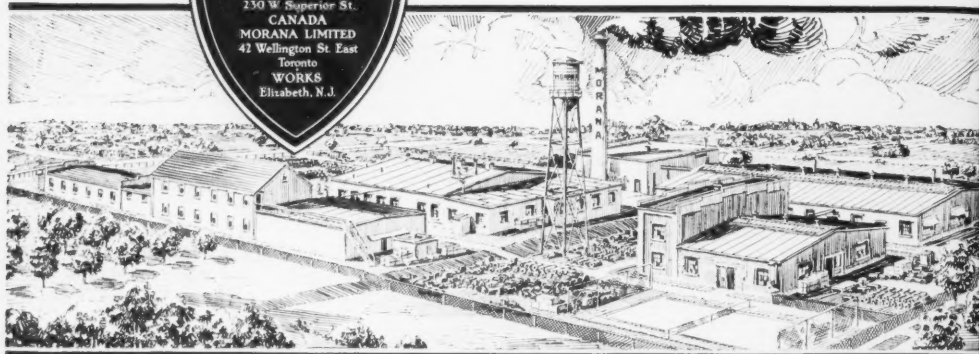
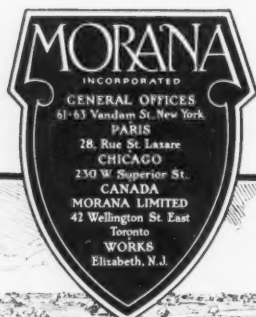
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

insecticides, and similar products and of imparting to such products a pleasant suggestion of lasting fragrance.

Geranoxide has a legitimate place in every toilet soap formula. It is particularly applicable to formulas in which low cost is of first importance. While it can be, and is widely used as the exclusive perfuming agent in toilet soaps, *Geranoxide* works out particularly well when used in conjunction with other perfuming oils, as it puts a decided "kick" into the composition. As a diluent of natural Geranium oils *Geranoxide* will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of *Geranoxide*.

A working sample of *Geranoxide* will be sent promptly upon request, and without charge.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Specialties for Soapmakers

Geranoxide (see inside pages)*

Geraniol for Soap

Rhodinol Savon

Irisal Pure

Irisal for Soap

Irine Residue

Benzyl Acetate

Benzylidenacetone

If you will let us know of which of these products you should like to have working samples, we will gladly send them promptly, and without charge.

**Trade Mark Registered*



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Shipping Essential Oils in

Aluminum Bottles

for the Export Trade

FOR export trade, especially to South and Central Americas, the one piece aluminum bottle is apparently finding an ever widening use. The light weight, strength, and durability of this type of metal container are making it very popular with many Latin American consumers of essential oils, and compound odor bases, and where a year or two ago, the ordinary glass bottle was preferred owing to its lower cost, the aluminum container is being specified to-day.

For general export use of small containers, that is anything up to five kilo packages, the aluminum bottle is proving a great aid to importers in other countries. Not only is safe shipment assured as a result of the minimum of loss through breakage, but this container is actually saving money for Latin American buyers because of the import duties which are cut down as a result of its small weight.

For example, in the import of essential oils and compounds into Mexico, the import duty is five dollars Mexican per kilo of legal weight. The weight of an ordinary glass bottle of one kilo size is about 630 grams, while the aluminum bottle of the same size weighs about 110 grams. As the duty in Mexico includes both oil and container, the cost on a one kilo glass bottle of material is over eight dollars Mexican, or four dollars American gold. With the aluminum bottle, the cost of importing the same package is based on 1110 grams, which amounts to \$5.55 Mexican or \$2.77 American, a saving of actually \$1.30 American gold on each kilo package.

The cost of the one piece aluminum bottles, which appears to be the chief obstacle in the way of their wide adoption for anything except export trade, is many times that of glass. The prices for plain aluminum are about twenty-five per cent less than the ones which are enamelled on the inside. For the enamelled bottles, the prices are about as follows: 2 oz., 20c. each; $\frac{1}{4}$ kilo, 32c.; $\frac{1}{2}$ kilo, 50c.; 1 kilo, 65c.; 5 kilos, \$2.00. For the plain, without enamel: $\frac{1}{4}$ kilo, 25c.; $\frac{1}{2}$ kilo, 38c.; 1 kilo, 50c.; 5 kilos, \$1.50 each.

In comparison with the ordinary tin-plate can, the aluminum bottle is lighter in weight and chemical action between the compound and the metal is slower. Also, the durability and

strength of the can is not up to the standard of the aluminum bottle. By enamelling the inside of the aluminum container, which adds about one-third to the cost of the plain type, all action between the product and the metal is inhibited. Of course, ordinary tin cans are far cheaper than aluminum, but for shipping high priced oils and compounds, the tin is liable to affect the quality of odor of the product, especially on long shipments where delivery takes months and where storage is in the high temperature area of the hold of a ship.

Most of the aluminum bottles in use at the present time are shipped to the United States from Germany or France. Some are made in the States, but thus far, the cost has been higher than those of foreign manufacture. Further increase in their use, warranting large quantity production, may bring out further developments here and reduction in cost. The two general types in use at present, show the German product with a straight side bottle, very much the shape of the ordinary glass bottle. The French style in most instances tapers slightly toward the base.

Yugoslavia offers a good market for toilet soaps and is capable of further exploitation. Austria is the chief source of supply, particularly for the cheaper kinds, followed by Germany. English soaps are preferred to all others, but their high price is a great obstacle to their sale; an ordinary bath soap retailing at 15 dinars costs wholesale 132 dinars per dozen tablets. A soap of average quality, attractively packed, yielding an abundant foam and possessing a fairly marked perfume would best suit the requirements of this market.

Conditions in the Austrian soap industry are not particularly favorable. A careful estimate places the present consumption at 11,000 metric tons as compared with a total capacity of 22,000 metric tons. Soap factories are operating at only 50 per cent of normal capacity and exports are impossible as a result of tariff barriers, according to a report from Assistant American Trade Commissioner Ellwood A. Welden, Vienna, Austria, in a report to the United States Department of Commerce.

Gilbert Colgate, Jr., Colgate & Co., recently applied for a membership in the New York Produce Exchange.

COAL TAR PINE OIL
AND SOLUBLE CRESOL
DISINFECTANTS

for the
MANUFACTURING AND DISTRIBUTING TRADE



SPECIAL CRESOL COMPOUND for Hospital Use
Phenol Coefficient 7 to 8

CRESYLIC ACID for Soap Makers

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ANIMAL DIPS AND SPRAYS

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INSECTICIDE AND DISINFECTANT SECTION

The Twelfth Annual Convention

*of the Insecticide and Disinfectant Manufacturers Association, Held
at the Hotel Astor, New York, December 14, 15, and 16*

Highlights and Shadows of the Convention

Among these present from more distant points were: Fred A. Hoyt, Frederick Disinfectant Co., Atlanta, Ga.; A. S. Hickerson, The Worrell Mfg. Co., Mobile, Ala.; Arthur O. Ponder, asst. genl. manager, Dominion Tar & Chemical Co., Montreal, Quebec; S. S. Selig, president, The Selig Co., Atlanta, Ga.; James Varley, vice-pres., Baird & McGuire, Inc., of Missouri, St. Louis; J. W. Bailey, sales manager, Tanglefoot Co., Grand Rapids, Mich.; J. L. Brenn, secretary, Huntington Laboratories, Huntington, Ind.; E. A. Bender, specialty representative, Parke, Davis & Co., Detroit; J. L. Hagaman, of F. J. Lewis Mfg. Co., Chicago; and Edmund A. Buckle, managing director, Agricultural Products, Ltd., London, England.

Through the courtesy of the West Disinfecting Company, the members were taken on a tour of inspection of the Company's newly enlarged plant at Long Island City, N. Y., previous to which the management acted as host at a luncheon served to the members at the Astor Hotel.

One of the most instructive addresses at the convention was that given by James H. Readio, Jr., of the Tar Products Corporation of Providence, R. I., on "Coal Tar Distillation and Products of Interest to the Insecticide and Disinfectant Trade." A limited number of copies are available for distribution to those interested and may be obtained from Secretary Harry W. Cole, Holbrook, Mass.

Following the business session on Monday morning, Dec. 14, the members were taken by automobile busses to the plant of the Robert Gair Company, Brooklyn, N. Y., and later for a sight-seeing trip on Long Island and upper New York.

One of the outstanding social features of the Convention was the banquet at the Astor Hotel on Tuesday evening, December 15th. J. W. Bailey, of the Tanglefoot Co., was toastmaster

and kept the gathering in a jolly frame of mind every minute of the time. Although Mr. Bailey is one of the more recent members, he lost no opportunity to become acquainted. Now he knows everyone at the meeting, and this is especially fitting since he is one of the new Board of Governors. To Benjamin Newman goes the honor of having arranged this delightful banquet.

United States Department of Agriculture was officially represented at the convention by Dr. G. F. Reddish of the Insecticide and Fungicide Board. The Doctor was a most welcome visitor and upon leaving expressed himself as being highly pleased with the reception accorded him as well as the spirit of unity and progress manifested by the members.

At the banquet on Tuesday evening, President Hoyt spoke of the valuable service rendered during the year by the Secretary, Harry W. Cole, and on behalf of the members, presented Mr. Cole with a very handsome gold watch and chain, suitably inscribed. Practically all the members contributed to the purchase of the gift which is a masterpiece of the watchmaker's art.

C. B. Dolge Company, of Westport, Conn., was represented by Karl A. Dolge, its president, John E. Holloway and H. Ochs. Mr. Holloway gave an interesting address on "The Eleventh Great Discovery of Man." Those who heard the address will recall the high tension under which Mr. Holloway was laboring at the time. We extend to the gentleman our heartiest congratulations and best wishes.

Lehn & Fink, Inc., Bloomfield, N. J., represented by W. H. Gesell, vice-president, Dr. M. H. Dittmar, chief chemist, Victor Ross, bio-chemist, Jack W. Bray, Jr., and W. D. Canaday, advertising manager.

West Disinfecting Company, New York, was represented by M. M. Marcuse, president, A. J. Marcuse, vice-president, Jos. R. Oppen-

OFFICERS FOR 1926

President—Fred A. Hoyt, Frederick Disinfectant Co., Atlanta, Ga.
1st Vice-President—H. W. Hamilton, White Tar Company, New York.
2nd Vice-President—Evans E. A. Stone, Standard Oil Co. of N. J., N. Y.
Treasurer—Robert J. Jordan, of Wm. E. Jordan & Bro., N. Y.
Secretary—Harry W. Cole, Baird & McGuire, Holbrook, Mass.
Board of Governors consists of the officers and
J. W. Bailey, The Tanglefoot Co., Grand Rapids, Mich.
J. H. Wright, The Zonite Co., N. Y.
C. C. Baird, Baird & McGuire, Holbrook, Mass.

heim, secretary, Dr. Wm. Dreyfus, chief chemist, and Mr. Auerbach.

It was a very real pleasure to have in attendance, Frank Hemingway, the first president of the Association. Mr. Hemingway is of the firm of Robinson, Butler, Hemingway & Co., New York City. He brought as his guest Alfred Fisher of his office staff.

One of the charter members of the Association, Benjamin Hammond, of Beacon, N. Y., was present at several of the sessions and was given a warm welcome.

A number of widely known scientific authorities in the disinfectant and insecticide fields were in attendance at all sessions. Among them were Dr. H. D. Pease and Dr. L. C. Himebaugh of the Pease Laboratories; Major Matthew A. Reasoner of the U. S. Medical Corps; S. A. Siegal, chief chemist of the Sanitas Co.; Dr. Wm. Dreyfus of the West Disinfecting Co.; Dr. G. F. Reddish of the U. S. Dept. of Agriculture; Dr. M. H. Dittmar of Lehn & Fink, inc.; R. P. Walsh, Chief Sanitary Inspector of New York, and E. A. Buckle of London.

A letter of regret at his inability to be present was read from Dr. J. K. Haywood, Chairman of the Insecticide and Fungicide Board of the U. S. Dept. of Agriculture. This is the first meeting of the Association Dr. Haywood has missed in ten years. The Doctor is indisposed at this time, but is rapidly improving. He has sent best wishes for a speedy recovery.

By a large majority vote, it was decided to hold the next mid-summer meeting at Quebec, Canada, with Chateau Frontenac as headquarters. The time of the meeting is to be determined by the Board of Governors and will be announced later.

Evans E. A. Stone, of Standard Oil Co. of N. J., elected second vice-president of the Association, gave a most interesting talk on "The Use of the Motion Picture in Advertising an Insecticide." Mr. Stone's address was illustrated with the showing of a film descriptive of the habits of insects and methods of control in the household.

By unanimous vote, SOAP was chosen as the

STANDING COMMITTEES FOR 1926

Membership—John Powell, of John Powell & Co., N. Y.
Disinfectant—W. H. Gesell, of Lehn & Fink, Bloomfield, N. J.
Insecticide—G. R. Rinke, of John Powell & Co., N. Y.
Standardization—Dr. Wm. Dreyfus, of West Disinfecting Co., Long Island City, N. Y.
Publicity—Evans E. A. Stone, of Standard Oil Co., of N. J., New York.
Scientific—H. W. Hamilton of White Tar Co., N. Y.
Vigilance—K. A. Dolge, of C. B. Dolge Co., Westport, Conn.
Tariff—C. C. Baird of Baird & McGuire, Holbrook, Mass.
In addition, a committee was appointed to formulate a standard test for the determination of tar acids in creosote oil, and James H. Readie, Jr., of the Tar Products Corp., of Providence, R. I., was appointed Chairman.

official publication of the Association for 1926.

The paper of Major Matthew A. Reasoner of the United States Army Medical Corps on "Tropical Insects and Insect Borne Diseases" was so well received that copies of the address were ordered printed and distributed to the members. This will be published in SOAP as soon as available.

A very marked increase in the activities of

fee. Another was that the annual meeting be held at some point most convenient to the majority of the members. Both suggestions are being considered by the Board of Governors.

Dr. L. C. Himebaugh of the Pease Laboratories, New York City, gave an instructive address on "Some Medical Aspects of Bacteriostatic Action," his talk being illustrated with lantern slides.



HARRY W. COLE



ROBERT J. JORDAN



FRED A. HOYT



EVANS E. A. STONE



J. W. BAILEY

the insecticide members of the Association during the past year was reflected in the prominent part which they played in the Convention this year.

And if anybody thinks that they saw at the meetings all the work accomplished through the year by Secretary Cole, they are mistaken. This did not represent one-third of the extent to which he has labored in the interests of the Association.

The convention was the most largely attended of any so far held. The average attendance at each of the three business sessions was approximately 75.

In the report of John Powell, Chairman of the Membership Committee, were found several constructive recommendations, one being that associate membership be provided at a reduced

Throughout the second and third sessions, it was noted that certain members were addressed as Mr. "Mc" Radio, Mr. "Mc" Hageman, Mr. "Mc" Bailey, etc. It was not publicly disclosed why this happened, but we are informed that "thereby hangs a tale." Those in search of further information might obtain it by addressing J. W. Bailey, of the Tanglefoot Company, Grand Rapids, Mich.

D. W. Tanenbaum, president of the Idico Corporation, New York City, was voted the best story teller as well as the best singer. Mr. Tanenbaum has not yet announced that he is open for engagements.

No convention of the Association would be complete without Benjamin Newman, president

(Continued on page 49)

Specialists in
ESSENTIAL OILS

*For Manufacturers of Soaps,
 Insecticides, Disinfectants,
 and Allied Products*

Oil Citronella	Oil Sassafras
Oil Cedar Leaf	Oil Cedarwood
Oil Hemlock	Oil Geranium
Oil Lavender	Oil Rosemary
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CRESYLIC ACID 97-99% PALE

The uniformity of successive shipments of Monsanto Cresylic Acid 97-99% Pale, in both color and odor, has invariably commanded the preference of leading soap makers.

Monsanto Cresylic Acid is manufactured by our British associates, the Graesser-Monsanto Chemical Works, Ltd., of Ruabon, North Wales, premier producers of refined coal tar distillates since 1867. Warehouse stocks are carried in this country at New York, St. Louis, and San Francisco.

We will be pleased to send a sample upon request.

Monsanto Chemical Works

NEW YORK

ST. LOUIS, U.S.A.

CHICAGO



The Problem of Returnable Drums

Criticism of Existing Practice and Suggestions for Correcting Present Abuses

By S. S. SELIG, JR.

(Before the Twelfth Annual Convention I. & D. M. A.)



AKE as a starting point, the actual sale made, wherein the salesman receives an order, charging a price per gallon for the liquid and including a nominal charge for the drum, which to be credited upon its return when empty. Such an order, of course, comes into the house, is shipped and a record is kept of the drum. Naturally in the course of doing a large business, the attention required of the bookkeeping department to keep a correct account and trace of where the drums are at all times, requires a good deal of additional time and effort. It also happens at times that the customer has bought from some other manufacturer, and perhaps may have on hand several drums from another manufacturer. He receives an invoice with the charges for the shipment including a charge for the drums. He usually raises an argument about being charged for lost drums, and, in a good many cases, deducts this charge from the bill before ever returning the empty drum.

During this time, the bookkeeping department is trying to keep track of these drums, which are paid for, and which are not paid for, and eventually it comes to the time when this same buyer wants to return his drums. He possibly writes the house that he has several drums on hand that he would like to dispose of. The bookkeeping department looks up his record and finds that possibly he has two or three drums charged against him at a certain nominal price. Upon further correspondence, we find that the buyer would also like to dispose of the other empty drums at the same nominal charge. Incidentally, he usually claims that these drums belong to the manufacturer in question, and he can't understand if we charge \$4.00 for a drum and he returns several drums, even though they are from other manufacturers, why he is not entitled to \$4.00 for each drum that he returns.

In most instances, we are forced, rather than lose the good will of our customer, to allow credit for the drums which he returns whether they were originally shipped by us or not, and the fact that the drums are rusty or have nail holes make no difference to the customer, and he expects us to allow credit anyway. Very often it happens that the customer deducts the nominal charges for the drums from his bill,

pays his bill, and then never returns the drums, which sometimes means charging off a considerable amount every year against drums which were not returned and for which no money has been collected. In instances where we write customers, who have deducted the charge for drums from their bills, requesting that they return the drums to us, they tell us the drums cannot be found and that they are not responsible for these drums. Just recently, we had a customer write us refusing to pay for several drums advising that he bought the material and it was up to us to make delivery and he didn't care if it were shipped to him in paper bags, and that he didn't intend to pay for the containers.

IT can easily be seen that our present method of handling this situation is not as it should be. Consider the fact that it takes a great deal of time and labor in the bookkeeping department; causes the expenditure of money in buying somebody else's second hand drums; and, last but not least, results in actual loss of money sometimes running into thousands of dollars, which is the result of drums not paid for and charged off the books at the end of the fiscal year. I don't believe there are two manufacturers who are charging customers the same price for drums. The price charged customers for whole drums average all the way from \$3.00 to \$10.00 each, whereas as a matter of fact the present price for drums on contract is \$3.50 each for a drum containing 50 gallons, \$2.25 to \$2.50 each for the one-half drums.

Up to the present time my statements have been all more or less destructive criticism. We will all admit that the tearing down of any theory, or any works, without being able to replace it with something at least as good, if not better, is not worth the time and trouble taken. It, therefore, naturally follows that I should offer something constructive to replace what I have already torn down. To my mind, there is but one way to overcome this apparent necessary evil. To do this would mean that this association would resolve that in the future this business would be conducted on lines which would maintain standard prices for drums which would be included in the price per gallon of the liquid, or let our Association name a standard price for drums and one-half drums and let us all invoice our customers with the drums at

the standard prices named by the Association, and in this way keep our customers from complaining about being charged several different prices for drums.

However, in order to do this, it would mean that every member of this Association would actually have to carry out this program. This would not eliminate the spirit of competition in any way, but would simply require an adjustment of prices to cover the cost of drums. It might be possible, in order to effectively carry out this program, to incorporate in the Constitution and By-Laws of this Association a rule making it an offence against the organization which would result either in a fine of the particular member disregarding the rule, or upon non-payment of the fine, ejection from

this Association. It is well understood by each and every member of this Association that there are many benefits to be derived from it, and the aforementioned procedure would naturally make any member so inclined to disobey the regulation regarding drums, hesitate and consider whether he would rather discontinue with his Association, pay a heavy fine, or keep his competition along lines which would be considered fair by the Association.

I would suggest an open discussion at this time so that we can hear from other of our members their idea of the drum situation and I further suggest a special committee be named by the President to take action and place before our membership their recommendation for our Association to follow.

Cresols and Cresylic Acid

The Difficulties in Importing Cresylic Acids Suitable for the Manufacture of Cresol Products

By WILLIAM E. JORDAN

(Before the Twelfth Annual Convention I. & D. M. A.)



THE terms cresol and cresylic acid seems to have a certain ambiguity not thoroughly understood by the average buyer in the United States where there is a surprising ignorance of its origin or composition. The consumption is large, the major quantities going to a comparatively few, and in smaller quantities to a relatively greater number especially to disinfectant manufacturers. Generally the term cresol is applied to specific distillations as U. S. P. or other fractions including the ortho, meta or para. Nor is the smaller consumer familiar with the sources from which cresylic acid is produced whether coal-tar or blast furnace tar, but would discover his difficulty if for instance he should attempt to make a soluble cresol from a blast furnace cresylic acid. The special fractions above mentioned are made from a straight cresylic acid and could not be made from a blast furnace acid. After the special fractions are removed, the remaining portion might be called cresylic acid containing a certain percentage of tar acids, usually 95 to 97 per cent which may, and at present does include considerable xylenols, but all are called Tar Acids.

Prior to the enactment of the Tariff of 1922 which restricted the import of cresylic acid to within a certain boiling range consisting of less than 5 per cent distilling at 190° C., and

not more than 75 per cent at 215° C., we could import a lower boiling cresol, rich in phenols and cresols. Since that time, the makers abroad have readjusted their manufacturing formulas to meet our tariff conditions; hence the boiling range must necessarily be higher. For certain uses the low boiling fractions are essential as for the making of synthetic resins, soluble cresol, Cresol U. S. P., etc. The higher fractions have good germicidal value, but are not favorable for the above uses. Furthermore, they will oxidize and darken more quickly. This changing in color, however, in nowise affects the cresylic either in strength or quality. Many buyers of cresylic insist on pale color and unless used within a short time will have darkened in color to a cherry red or even black. This demand for pale color probably originated from sales talk and competition. Some of the cresylic acid imported at present contains a large percentage of the xylenols, in fact they may be all of this fraction, yet they are tar acids and sold under what is commonly known as cresylic acid 97-99 per cent.

Cresylic acid is made up of phenols and its homologues ortho, meta and para cresols and xylenols. The boiling point of pure ortho cresol is 191° C., para cresol 201-202° C. Meta Cresol 202° C., 211-5° C. A good cresol or cresylic acid called 97 to 99 per cent tar acids,

should contain a reasonable proportion of the meta, para and xylenols boiling say from 195° C. to 240° C., under the present tariff regulations. It may be slightly lower or higher to spread the fractions over this boiling range in a straight distillation without mixing, in order that it will come within the requirements. For the same season, no phenols or ortho cresol can remain in that imported into the U. S. and be free of duty.

Probably 60 per cent of the consumption of cresylic acid in this country is imported from England, very little being imported from Germany since the war. The present shortage of Cresol U. S. P. and special cresols which has affected the disinfectant makers so materially in the past year is due to this cause. The American producers are apparently unable to make sufficient quantities of these grades to supply the demand. The imported duty free acid does not contain enough of these fractions for economical extraction. This may also apply to the makers of soluble cresylic for car or cattle sprays where difficulty is experienced by making a good solution since the higher fractions are not as easily soluble.

Cresol U. S. P. could have been imported during this year for 10 cents per pound yet the price in this country has ranged from 15 to 18 cents and at present even higher. The duty alone being about 13 cents per pound makes its import prohibitive. The market during the past year on this article has been one of extreme competition. In many instances, importers have sold at a loss with low prices prevailing. However, the position for 1926 looks better for both makers and importers with higher prices prevailing.

It might interest you to know that ortho cresol has been found to be the least active in disinfecting value and is the most poisonous. Para and meta cresols have much greater bactericidal properties and low toxic effect. A five to one solution of meta cresol in pure water is one of the most efficient sterilizing washes known for application to the human skin. Because of the present high cost of these, particularly the meta and para the use is limited to special work as the basis making synthetic perfumes and dyestuffs.

The sixth annual convention of the Magnus, Mabce & Reynard sales and office staff was held at the company's main office, in New York, late in December.

Cresosote oil imported into the United States in October totaled 2,776,162 gallons of which the United Kingdom supplied 1,522,461 gallons and Holland 1,043,615 gallons.

Bergamot Market Closely Controlled

Producers and speculators will closely control the bergamot oil market of Messina this year as last, is stated by Emil Fog & Figli of Messina in a report of the situation in essential oils sent recently to their American agents, Parsons & Petit, New York. The report on bergamot says: "The gale having blown down many thousands of bergamots and thus compelling immediate production, we entertained hopes of some decreases for this oil, but up to the moment, the position is as firm as ever and producers refrain from offering. Very few contracts have been made here for future delivery, as consumers show no desire to buy at these high prices so that business is more or less at a standstill. Nevertheless, sellers are obstinate and the only hope in a better market lies in the actual producing season, when there will be a possibility of witnessing many parcels for disposal. At the same time, we are not optimistic as to an important reduction and believe that future movements will be strongly controlled by the same producers and speculators as operated last season. The above views might easily be influenced by exchange oscillations, for which, of course, we cannot hold ourselves responsible."

Export Opportunities

The Department of Commerce has received the following inquiries from abroad from firms wishing to purchase American goods or to establish agencies for them. Further information may be obtained by writing to the nearest office of the bureau of foreign and domestic commerce and referring to the numbers given:

Number 18088, Spain, purchase caustic soda.
Number 18235, Belgium, purchase caustic soda.

Number 18281, Bolivia, purchase 100 to 200 dozen bars toilet soap.

Number 18205f, Italy, purchase greases for soap making.

Number 18182, Cuba, agency for disinfectants, linseed oil, rosin.

Number 17182f, Cuba, agency for greases for soap making.

Number 18186, Italy, agency for chemicals for soap making.

Number 18338f, Italy, agency for tallow and fats for soap making.

Number 18455f, Canary Islands, purchase soap-making materials for blue mottled soap.

Number 18455, Canary Islands, purchase, soap-making machinery.

Number 18471, Esthonia, purchase caustic soda.

Number 18465, Germany, purchase soaps.

Should Insecticide Sales Be Seasonal?

The Prevalence of Many Insects the Year Around Shows a Great Need for Winter Sales Efforts

By GRANT A. DORLAND

(Before the Twelfth Annual Convention I. & D. M. A.)



THE proper development of any given industry is necessarily slow and one unfortunate disadvantage in such a system is that set ideas take root that are likely to hamper progress, when progress is obviously needed. The manufacturer of any so-called seasonal product would be considered foolish if he did not industriously seek new outlets for his goods in places where the season would bring about a demand. Local conditions should never be allowed to affect business to the extent of curtailing operations or discharging valuable help.

The insecticide business is considered seasonal to the extent that every manufacturer of prominence promptly shuts down on advertising as soon as a bit of cold weather sets in. Is this economically justified? We know that certain household insects breed the year 'round no matter what the weather, we know that steam-heated homes and apartments are prolific sources of insect breeding. As a matter of fact, the fly and mosquito are about the only household insects that disappear altogether in Northern climates because of cold weather. The cockroach is always more active in winter than summer. The bedbug is certainly an all year pest. The ant can give trouble in winter as can the flea and carpet beetle. It appears that we have plenty of insects to claim our attention regardless of the season and it does seem that the public would buy insecticides during the winter months if urged to do so in a manner that showed the advantages of keeping the upper hand against insect infestations all year 'round.

Under the present universal habit of stopping all advertising at the approach of winter, the insecticide manufacturer faces the necessity of practically beginning all over again each spring and summer. His product has been out of sight and out of print for several months and it is natural to assume that it has also been out of mind. One of the main things in advertising is to keep at it. When you stop, the cumulative effect is lost, and you are right where you started. It would be much better to reduce summer advertising sufficiently to leave something to spread over the winter months. In the summer, the manufacturer of

insecticides could call attention to the efficiency of his preparation against flies and mosquitoes and in the winter he could advertise his product for use against winter pests.

The insecticide industry is in its infancy,—the surface has not even been scratched. Consequently, those pioneers of progress who have the courage to set aside stale ideas and strike out along the road of new endeavor will reap rewards that always attend soundly conceived efforts.

There are nine states in which warm weather prevails most of the year round. Northern states furnish a fertile field for the winter use of insecticides because of the increasing number of apartments and steamheated dwellings of all kinds. The South American countries present practically limitless opportunities for development in this direction. Colonel P. H. Fawcett, now engaged in exploring the jungles of Brazil, writes that he was attacked by innumerable insect pests, including a small fly the size of a pinpoint that literally "gave him hell." Mosquito nets were no protection, nor were rubs and lotions. If Colonel Fawcett had possessed a good supply of strong insecticide, his days would have been far more comfortable. Some enterprising advertising manager could post himself on these tropical expeditions and see that a few cans of his company's product were taken along. Great advertising copy!

Material progress in combating insects must be made an individual, as well as public problem. The fellow who is being eaten alive in the summer by mosquitoes gets no consolation from reading that the Mosquito Committee is planning to do this or has done that, but if he went to his corner store and bought a good insecticide he would get relief and a good night's rest. The fellow who is being bitten by bedbugs or whose home is overrun with roaches and ants would gladly buy your products no matter what the season if the idea to do so were called to his attention when he needs the goods. There is a year round market for insecticides, but manufacturers must educate the public to use their products properly. They must let the public know that this problem is an individual one and must be fought consistently.

Not one housewife in a thousand knows how

to combat the hundreds of insects which are likely to infest homes at any time. They have not the least idea what to use in exterminating pests and if they did know, most of them would not know where to buy the product. An educational campaign, thoroughly organized and conducted by every insecticide manufacturer in the country would go a long way toward remedying this condition of affairs and would certainly result in greatly increased markets for your products.

Break with the tradition that your products are seasonal! Vast increases in population and consequent concentration in cities, mostly in apartment houses, has presented you with a huge market. Don't stop your advertising just because the weather gets cold. Keep on through the winter and you will find that your money will be well spent. Season, or no season, if the need is there, the goods can be sold.

M. M. Marcuse, president of the West Disinfecting Co., New York, sailed with Mrs. Marcuse on Dec. 28 aboard the "Majestic" for a trip through Europe and Northern Africa. Mr. and Mrs. Marcuse will be gone four or five months and will visit Paris, St. Moritz, the Mediterranean, among other places.

G. S. Robins & Co., St. Louis, have taken over the offices and business of Whitelaw Bros. of that city. Several former employees of Whitelaw Bros. have become members of the Robins organization and Ralph Whitelaw plans to make G. S. Robins & Co. his headquarters while liquidating his company's affairs.

American Manufacturers of Toilet Articles will hold their thirty-second annual meeting in New York May 24-27, 1926. The convention program has not yet been announced.

Highlights and Shadows of the Convention

(Continued from page 43)

of the Creco Co., Long Island City, N. Y. Mr. Newman took care of all hotel reservations, the several luncheons and banquet at the hotel, the procuring of talent and entertainers and in general made everybody feel at home. He was easily assisted by his associate, Maxwell Ellis.



J. H. READIO, JR.



J. H. WRIGHT

The Jordan "twins," William E. and Robert J., were very much in evidence at the convention. The former read a timely and interesting paper on "Cresols and Cresylic Acid," and the latter brought cheer to the hearts of the members by reporting a substantial balance in hand in the treasury. Robert J. was the genial gentleman who met members at the door and asked them to part with their money for a piece of green cardboard.

J. L. Brenn, secretary of the Huntington Laboratories, Huntington, Ind., gave a very

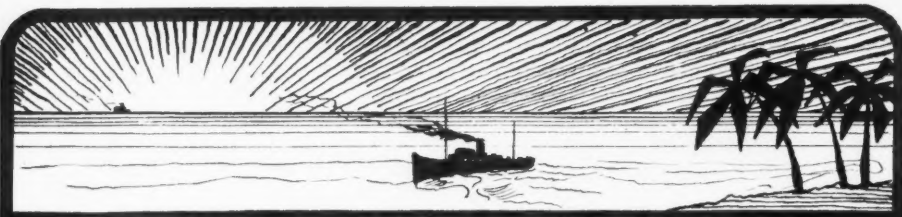
interesting talk on "Progress of the Sanitation Business." Mr. Brenn always brings good thoughts and several of the suggestions he made for the enlargement of the scope of the Association's activities are being given serious consideration.

The Association is indebted to members of the White Tar Company for their activities. Lon S. Landers, H. W. Hamilton and E. M. Clarke were constantly engaged in looking after the welfare of members and visitors and creating an atmosphere of good fellowship.

Among the visitors at the meeting were R. N. Chipman, president of the Chipman Chemical Engineering Co., N. Y.; F. V. Sander of Johnson & Johnson, New Brunswick, N. J.; Edmund A. Buckle, managing director of Agricultural Products, Ltd., London; F. C. Teipel, N. Y.; M. M. Brandagee of Combustion Utilities Corp., N. Y.; W. H. Chamberlain and S. G. Osborne of Hooker Electrochemical Co., N. Y.; Alfred Fisher of Robinson, Butler, Hemingway & Co., N. Y.; Ira P. MacNair and Grant A. Dorland, Publishers of SOAP, New York; and Frank Symonds of the Salem Chemical Co., Salem, Mass., the latter having recently been elected to membership.

Several applications for membership were filed during the course of the meetings, and all were favorably acted upon.

President Hoyt expressed himself as being well pleased with the convention and voices the hope that the interest and enthusiasm shown at the meetings will be continued throughout the new year. To this sentiment, Secretary Cole adds an Amen.



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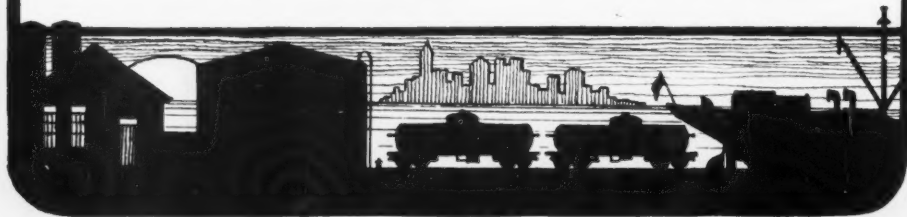
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Market Report on **TALLOW, GREASES AND OILS**

(As of Jan. 11, 1926)

Late December produced numerous price revisions to lower levels as the usual holiday and close of the year dullness set in. Buyers were not inclined to close many sales and on several items inquiries were kept down to a minimum. Business improved at the start of the new year, however, and some of the products that suffered losses in December made partial and in some cases complete gains. The general market is in much the same shape as it was this time last month with the number of inquiries fairly satisfying to sellers and with prices generally firm and subject to little shading. The outlook in most quarters is quite optimistic.

COCONUT OIL

Slow demand coupled with increased offerings of oil, both on spot and for shipment, forced prices to lower levels just before the holidays. Continued lack of interest kept quotations down until after the first of the year when slight gains were made in all positions. These gains did not entirely offset the December loss, however, and the market closed from $\frac{1}{2}$ cent to 1 cent lower than last month's figures. Manila oil in tanks, for prompt shipment from the coast, was quoted at 11 cents; futures were being held down to $10\frac{1}{4}$ cents; spot oil was selling in a jobbing way from $11\frac{7}{8}$ cents to 12 cents. Copra held firmly through the month. Ceylon grades were being quoted at $10\frac{1}{2}$ cents for shipment from the Pacific Coast.

COTTONSEED OIL

The period opened with demand slow, but with a similar slackening in offers and prices moved back and forth within narrow bounds. Cotton crop estimates have not been materially changed with producers still holding to their bullish outlook. Inquiry continued light until after the turn of the year when an improvement in demand and firmness in the Southern markets resulted in advances on all grades. The market first moved to $9\frac{1}{4}$ cents on crude and 11.00 on P.S.Y. Continued strength in the Southeast sent prices to $9\frac{1}{2}$ cents on crude. Spot P.S.Y. did not change again and closed at 11.00.

OLIVE OIL. FOOTS

An end of the year slump in the heavy demand that has characterized this market for some months past brought prices down to an inside of $8\frac{3}{4}$ cents for spot goods. Quotations ranged to 9 cents, according to quantity. Interest livened early this month, but with no resultant change in prices.

PALM OIL

As in other fat and oil markets the palm oil market fell off to some extent due to curtailed activity on the part of buyers. Prices slumped to $8\frac{1}{2}$ cents inside for Niger and $9\frac{1}{8}$ cents inside for Lagos. The range was upward according to quantity. More interest was shown in January, but sales did not increase sufficiently to move prices to higher levels.

PALM KERNEL OIL

The latter part of December and early January produced no substantial change in this market with prices quoted from $8\frac{1}{2}$ cents to 9 cents as to quantity. Demand continues good and the market is fairly active.

GREASES

Larger stocks and a general slackening in buyers' interest were responsible for easier prices quoted through the last two weeks of December and early January. Small advances were made shortly after the first of the year, but they left the market substantially lower than at this time last month. In New York house grease was inside at $8\frac{7}{8}$ cents, white was quoted down to $9\frac{1}{2}$ cents and yellow was offered as low as $8\frac{7}{8}$ cents. Chicago figures were slightly lower than New York's.

FISH OILS

Moderate demand continued on all lines and prices remained unchanged. Cod closed at 65 cents to 70 cents gal., light pressed menhaden was quoted between 70 cents and 72 cents gal. and whale natural winter was named at 78 cents to 80 cents gal. Offerings have not been heavy, with cod oil apparently in the smallest supply for shipment.

SOYA BEAN OIL

Soya bean oil did not change materially although slightly lower figures were quoted for shipment as inquiries lessened. Down to $10\frac{3}{8}$ cents was named for January shipment from coast in tanks.

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OLIVE OIL FOOTS.

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Vegetable Oils
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STEARIC ACID

Makers are holding prices well and buyers are taking stocks regularly. Quotations are without change at 15¾ cents to 16¼ cents for double pressed and 18 cents to 18½ cents for triple pressed.

TALLOW

Consumers showed less interest in tallow through the latter part of December and prices were reduced from 10¼ cents f.o.b. works to 9¾ cents. Offerings have not been at all heavy, but while there have apparently been plenty of inquiries actual sales have not been made as freely as heretofore.

OLIVE OIL

A steady demand has kept prices well up to former levels. Commercial oil is quoted between \$1.22 and \$1.25 per gallon in barrels.

PEANUT OIL

Offerings continue limited and prices for domestic crude oil are almost nominal at 10 cents f.o.b. mills in tank cars.

SOAP STOCK

Quotations for 50 percent T.F.A. soap stock are unchanged at 2½ cents f.o.b. shipping points in the Southeast.

Colgate's Shaving Soap

BY DR. J. DAVIDSOHN*

In 1915, the writer carried out an analysis of Colgate's shaving soap with the following result:

Water and volatile matter at 105° C...	5.40%
Total fatty acid	80.99%
Total fatty acid anhydride.....	78.36%
Total alkali (calc. as Na ₂ O).....	8.98%
1 Potassium oxide (K ₂ O).....	9.39%
2 Sodium oxide (Na ₂ O).....	2.78%
Total pure soap	90.53%
Glycerol	3.70%
	99.63%

Reichert Meissl number of the fatty acids6
Iodine number, Hübl Waller method..	7.50
Butyro-refractometer reading	18.6
Neutralization number of the fatty acids	206.0
Melting point	53.0° C.
Unsaponified fat	none
Unsaponifiable matter	none
Rosin	none
Free alkali	none
Carbonates	trace

From the analysis can be concluded that for

the manufacturing of the shaving soap only or for the main part, stearic acid has been used. Especially the low iodine number and refractometer reading and the high melting point justify this conclusion. As regard to the presence of other fats and oils, those figures exclude the presence of all vegetable oils, except coconut oil, palmkernel oil.

By a special method of the author, due to the solubility of coco- and palmkernel oil fatty acids in 6% alcohol¹, it was found that those oils were not present. Only stearic acid has been used and the glycerol has been added to make the soap softer and more smooth and to facilitate the milling.

The manufacturing of the Colgate's shaving soap can be accomplished on a small scale in the following way: The stearic acid is melted with the glycerine and heated to 75° C. The liquid is then run in slowly while stirring into the lye, which is kept at a temperature of about 95° C. To finish the saponification the heating at 95° C. should be continued for about two hours. The finished soap is dried and milled. Too much drying hinders the milling and it is better to complete the drying after the plodding. The perfume probably consists of oil of lavender, oil of bergamot and geranium. On a factory scale the making of the soap will be easier and better, than it can be done in a laboratory.

The base for Colgate's shaving soap is the following: 100 parts technical stearic acid, 5.35 parts technical glycerine (spec. gravity 1.22), about 40 parts potash lye 38° Bé, and about 14 parts soda lye 38° Bé. Experiments have shown that even made on a small scale this soap has the same properties as the Colgate's soap. The lather is rich and creamy and does not dry quickly.

To see if the composition of the soap was changed since 1915 another analysis was later made, which gave:

Moisture and volatile matter at 105° C.	6.05%
Total fatty acid anhydride.....	78.47%
Potassium oxide (K ₂ O).....	10.05%
Sodium oxide (Na ₂ O)	2.39%
Pure soap	90.91%
Glycerol	2.10%
Iodine number (Hanus method) of the fatty acids	9.50
Butyro-refractometer reading	19
Neutralization number of the fatty acids	208
Melting point	54.0° C.

This shows that the composition has not been changed materially.

* Seifensieder-Zeitung, 1925, p. 696.

¹ Seifensieder-Zeitung (1915), p. 15.

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Market Report on ESSENTIAL OILS AND AROMATICS

(As of January 9, 1926)

Over the turn of the year, business was comparatively dull in the essential oil market. Prices as a whole held at the generally high levels which characterized the closing months of 1925. Among some of the features of the period were a firming tendency in both Java and Ceylon citronella oils, and a downward tendency in geranium, rosemary and terpineol. Lower prices for peppermint and spearmint oils attracted attention, but stocks are still believed to be very short.

OIL ALMOND

True sweet almond oil was very firm during the period and prices moved to 95 cents lb. inside on spot. Apricot kernel held at 55 cents unchanged. Benzaldehyde was quoted all the way from \$1.15 up to \$1.30 lb. for U. S. P. goods as to seller with demand steady. Bitter almond U. S. P. commanded \$3.25 and up as to quality.

OIL ANISE

During the month prices declined slightly in some quarters and slightly cheaper stocks were offered on spot at 65 cents and 67 cents for technical oil. U. S. P. was named at 68 cents to 72 cents lb.

OIL BERGAMOT

Bergamot retained its firm position and did not move lower as was predicted in some quarters last month. The period closed with spot goods held at \$5.50 lb. generally for standard brands, although slightly less could have been done on firm orders. Artificial bergamot, \$2.

OIL CASSIA

Lower prices developed with better stocks during the month. Technical oil came out at \$2.75 and U. S. P. at \$3.30 lb.

OIL CITRONELLA

Ceylon citronella strengthened materially during late December and the price was moved up to 52 cents in some cases with spot stocks inside at 50 cents lb. in drums. Demand was better. Java oil held at 90 cents inside at the close with a firmer market.

OIL GERANIUM

The decline in Bourbon geranium prices

caused severe losses in some quarters, reports state. Prices went down as low as \$3 lb. for good oil with general quotations at \$3.25 and some houses asking \$3.50 in a small way. With the severity of the decline, the trade apparently expects a sharp rebound over the next few months.

OIL LAVENDER

As to quality, lavender oil can be had from \$4.50 up to \$5.50 lb. on spot. Leading sellers name \$5 in most cases. Spike at \$1 up to \$1.50, as to quality and seller. (See article and production of lavender oil Page 11.)

OIL PEPPERMINT

The price receded \$2 lb. over the turn of the year, as was more or less expected. Quotations closed at \$26 lb. for natural and \$27 up for U. S. P. in cases. Need for cash by some holders is believed to have caused the lower prices rather than any excess of supplies. New oil is still nine months away.

OIL ROSEMARY

Technical oil rosemary was offered slightly cheaper at 33 to 35 cents lb. during the month. U. S. P. goods, however, held unchanged at 45 cents to 50 cents.

OIL SANDALWOOD

Firm and strongly maintained at formerly noted advance to \$7.10 lb. for Mysore oil in original cases. Australian sandalwood oil named at \$5 unchanged.

OIL SASSAFRAS

Artificial moving in good volume at 28 cents to 30 cents lb. Competition continues to hold prices down.

TERPINEOL

Competition between makers continued to depress prices in spite of raw material costs and active consumption. With the 1926 contract season past and this much of competition eliminated, a rebound would not be surprising. Price from makers dropped to 30 cents lb. in drums, and in some cases to 29 cents, during December.

Florasynth Laboratories, New York, have increased its capital from \$100,000 to \$200,000, according to a certificate filed with the Secretary of State.

HEADQUARTERS



Washington's Headquarters at Valley Forge

Here the "Father of his Country" set an inspiring example of courage and patriotism when the fortunes of the Revolutionary soldiers were at their lowest ebb. The house, built of stone, was a portion of Mount Joy Manor originally owned by Wm. Penn.

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Carbon Tetrachloride	Caustic Potash
Caustic Soda	Carbonate of Potash
Soda Ash	

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709 Sixth Ave., New York

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of Jan. 11, 1926)

Although business in chemicals was generally slow during the first ten days of the new year, movement of goods into consumption was, by comparison with shipments during this period, fairly large. Prices on the whole were well maintained, and advances and declines were quite evenly distributed. Glycerin was somewhat more quiet, but prices were well supported. Lower grade rosins showed at higher prices again during the closing week of the period. Cresylic acid was firm at the recent advance. Carbon tetrachloride tended to lower prices on competition. Movement of alkalis on contract was reported satisfactory.

ACID CRESYLIC

The stronger position reflected in cresylic acid last month has not changed materially although the market has been quiet and demand slow. The weakly held material which softened the market two months ago, has not been in evidence again. Prices for pale acid, 97-99 per cent ranged from 60 cents gal. all the way to 70 cents as to quality and seller, and were firm thereat.

AMMONIA WATER

Buyers of this material have been having things much their own way for some time owing to the weakness in anhydrous ammonia. Demand has been steady at the lower prices. In drums, 26 deg. aqua ammonia was quoted all the way from 3 cents lb. up to 4½ cents for carlots and less ranging down.

ALKALIES

Contract deliveries at schedule prices continue, with no change of note. Some stocks of outside by-product caustic have been offered for 1926 delivery, but, as soon as this material is covered by contracts, as in previous years, no further influence on the alkali market is expected from this source. Ash is very firm and moving well in all quarters on regular deliveries, reports state.

CRESOL

The scarcity of actual goods is still acute and consumers must look to English shipments for their stocks as the American maker cannot take care of new business for some time to come. The maker names 18 cents to 20 cents lb., but this price does not represent the

market. Shipment goods from England command on a basis of 24½ cents and up. On spot, nothing is available for immediate shipment.

GLYCERIN

Although the movement of glycerine into consumption has not been as heavy during the period as previously, prices show no sign of softening. Stocks are actually very small in most quarters and offerings as a consequence are light. Dynamite sales were reported made at 24½ cents, although most sellers ask 25 cents. C. P. was quoted from 25 cents lb. up, according to the feelings of the sellers. Lye was held at 15½ cents to 16 cents and saponification at 17½ cents to 18 cents lb. A return of active buying would probably force prices higher again.

FORMALDEHYDE

Makers are still sold well ahead and spot business is not taking a great deal of their attention. Prices are firmly held at 9¼ cents to 9½ cents lb. for less cars in barrels, with carlots at 9 cents lb.

ROSINS

The last week of the period saw rosins turn upward again after a period of downward movement. Shipments from Savannah have been quite heavy since the turn of the year and receipts from production centers have been smaller. Lower grades sold spot New York from \$14.50 bbl. up at the close, an advance of about a dollar from the low point just at the turn of the year when B to I sold at \$13.50. Higher grades showed no change with WG at \$16.40 and WW at \$16.60, the same as a month ago. The anticipation of export demand is said to have exerted a bullish influence at Savannah. Market there closed Jan. 8 at \$13 for B, and Jacksonville \$13.

TRISODIUM PHOSPHATE

Firm and unchanged at prices formerly noted. Demand has kept well ahead of supplies and prices are strongly maintained at 5 cents lb. ranging up to 6 cents, as to quantity from carloads down.

J. H. Redding, general manager of the Niger Co., New York, palm oil importers, has been confined to his home by illness since January 1. He will return to his office early in February.

PALM OIL

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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums.....lb.	.13	.14
Acid Boric, bbls.....lb.	.09½	.10
Cresylic, 85%, dk., drums.....gal.	.57	.60
97-99%, pale, drums.....lb.	.58	.65
Formic, 85%, tech.....lb.	.10½	.11
Oxalic, bbls.....lb.	.11	.13
Salicylic, tech.....lb.	.35	.40
Sulfurous, 6% chys.....lb.	.06	.07
Adeps Lanne, hydrous, bbls.....lb.	.15	.23
Anhydrous, bbls.....lb.	.20	.25
Alcohol, Ethyl U. S. P., bbls.....gal.	5.00	5.25
Complete Denat., No. 5, drums ext., gal.	.53	.60
Ammonia Water, 26 deg. drums wks.....lb.	.04	.06
18 deg. drums wks.....lb.	.03	.04
Ammonium Carbonate, tech, bbls.....lb.	.12	.14
Bay Rum, Porto Rico, denat., bbls.....gal.	.90	.95
St. Thomas, bbls.....gal.	.95	1.00
Benzaldehyde, U. S. P.,.....lb.	1.20	1.40
Bleaching Powder, drums.....100 lb.	2.40	3.00
Bone Black, bbls.....lb.	.06	.07
Borax, pd. cryst., bbls., kgs.....lb.	.05½	.06
Carbon Bisulphide, drums.....lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic.		
China Clay, filler.....ton	15.00	25.00
Cresote, U. S. P., carbys.....lb.	.45	.50
Cresol, U. S. P., carbys.....lb.	.30	.32
Cresote Oil, drums.....gal.	.35	.40
Diethyl Phthalate, drums.....lb.	.36	.40
Epsom Salt, tech.....100 lb.	2.00	2.25
U. S. P., bbls.....100 lb.	2.50	3.00
Formaldehyde, bbls.....lb.	.09½	.10
Fullers Earth, bags.....ton	25.00	35.00
Glycerin, C. P., drums.....lb.	.25	.26
Dynamite, drums.....lb.	.24½	.25
Saponification, tubks.....lb.	.17	.18
Soap Lye, tanks.....lb.	.15½	.16
Hexalin, drums.....gal.	4.75	5.00
Iodine, resubl. jars.....lb.	4.65	4.90
Iodoform, bottles.....lb.	6.00	6.50
Kieselguhr, bags.....ton	65.00	75.00
Lanolin, see Adeps Lanne.		
Lead Acetate (Sugar Lead), white.....lb.	.15	.16
Lime, live, bbls.....100 lb.	1.10	1.20
Menthol, cases.....lb.	7.75	8.00
Mercury Bichloride, kegs.....lb.	1.20	1.30
Iodide, boxes.....lb.	4.20	4.30
Oxide, boxes.....lb.	2.00	2.10
Ammoniated (White Pel.).....lb.	1.64	1.70
Naphthalene, ref. flake, bbls.....lb.	.06	.07
Nitrobenzene (Myrbane), drums.....lb.	.10	.11
Paraffin, cases, slabs.....lb.	.07½	.10
Paradichlorobenzene, bbls.....lb.	.18	.20
Paraformaldehyde, cases.....lb.	.45	.50
Petrolatum, bbls. (as to color).....lb.	.03	.03
Phenol (Carbolic Acid), drums.....lb.	.25	.30
rine Oil, bbls.....gal.	.66	.75
Potash Caustic, drums.....lb.	.07½	.08
Potassium Bichromate, casks.....lb.	.09	.11
Pumice Stone, powd.....100 lb.	2.75	3.50
Rosins (600 lb. bbls. gross for net) —		
Grade B to H, basis 280 lb. bbl.....bbl.	14.50	15.25
Grade K to N.....bbl.	15.75	16.10
Grade WG and WW.....bbl.	16.40	16.60
Rotten Stone, powd, bbls.....lb.	.62½	.65
Silica, Ref. heated.....ton	20.00	30.00
Soda Ash, Contract, wks., bags.....100 lb.	1.38	1.50
Five bbls. up, local.....100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld.....100 lb.	3.10	3.30
Five drums up, solid, local.....100 lb.	3.76	3.90
Five drums up, grnd. flk.....100 lb.	4.41	4.65
Soda Sal, bbls.....100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.....100 lb.	3.00	3.75
Sodium Chloride (Salt).....ton	13.00	20.00
Sodium Hydrosulphite, bbls.....lb.	.24	.28
Sodium Phosphate, bbls.....lb.	.05	.06
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drums.....100 lb.	.80	1.25
Drums, 60 deg., wks.....100 lb.	1.70	2.00
In tanks, 10c less per hundred works.		

Oils—Fats—Greases

Castor, No. 1, bbls.....lb.	.15	.15½
No. 3, bbls.....lb.	.14	.14½
Blown, bbls.....lb.	.17	.17
Cocunut, Ceylon, bbls., N. Y.....lb.	.11½	.12
Tanks, N. Y.....lb.	.11	.11½
Cochin, bbls., N. Y.....lb.	.11	.11
Tanks, N. Y.....lb.	.11	.11
Manila, bbls., N. Y.....lb.	.11½	.12
Tanks, Pacific Coast.....lb.	.10½	.10½
Edible, bbls., N. Y.....lb.	.15	.16
Cod Newfoundland, bbls.....gal.	.65	.67
Tanks, N. Y.....gal.	.63	.65
Copra, bags.....lb.	.06	.07
Corn, ref., bbls., N. Y.....lb.	.13	.13½
Crude, tanks mills.....lb.	.10	.10
Bbls., N. Y.....lb.	.11½	.12
Cottonseed, crude, tanks mill.....lb.	.09½	.10
PSY, bbls., N. Y.....lb.	.11	.11½
Degras, Amer., bbls., N. Y.....lb.	.04½	.04½
English, light, bbls., N. Y.....lb.	.05½	.05½
Brown, bbls., N. Y.....lb.	.05	.05½
Light brown, bbls., N. Y.....lb.	.04½	.04½
Dark, bbls., N. Y.....lb.	.03½	.04
Neutral, bbls., N. Y.....lb.	.07½	.10
Moellon, bbls., N. Y.....gal.	.50	.50
Greases, choice white, bbls., N. Y.....lb.	.13	.13½
Yellow.....lb.	.09½	.09½
Brown.....lb.	.08½	.08½
House.....lb.	.09½	.09½
Bone naphtha.....lb.	.08	.08
Lard, prime steam, bbls.....lb.	.15	.16
Compounds, bbls.....lb.	.12½	.13
Lard Oil, edible prime.....lb.	.18	.18
Off prime, bbls.....lb.	.15	.15
Extra, bbls.....lb.	.14½	.14½
Extra, No. 1, bbls.....lb.	.14½	.14½
No. 1, bbls.....lb.	.13½	.13½
No. 2, bbls.....lb.	.12½	.12½
Linseed, raw, bbls., spol.....lb.	.12	.12½
Boiled, 5 bbl. lots.....lb.	.11½	.11½
Menhaden, crude, bbls., works.....gal.	.55	.55
Crude, tanks, Balt.....gal.	.53	.53
Light pressed, bbls.....gal.	.70	.72
Yellow, bleached, bbls.....gal.	.73	.75
Extra bleached, bbls.....gal.	.76	.77
Oleo Oil, No. 1, bbls., N. Y.....lb.	.13½	.13½
No. 2, bbls., N. Y.....lb.	.12½	.12½
No. 3, bbls., N. Y.....lb.	.12½	.12½
Olive, denatured, bbls., N. Y.....gal.	1.22	1.25
Edible, bbls., N. Y.....gal.	2.00	2.30
Foots, bbls., N. Y.....lb.	.09½	.09½
Shipments.....lb.	.09½	.09½
Palm Lagos, casks.....lb.	.09½	.09½
Niger, casks.....lb.	.08½	.09
Palm Kernel, bbl., N. Y.....lb.	.10½	.10½
Peanut, refined, bbls., N. Y.....lb.	.15	.16
Crude, bbls., N. Y.....lb.	.10½	.10½
Red Oil, distilled, bbls.....lb.	.11½	.12
Saponified, bbls.....lb.	.11½	.12
Tanks.....lb.	.10½	.11
Sod Oil, bbls., N. Y.....gal.	.40	.40
Soya Bean, crude, tks., Pacific Coast.....lb.	.10½	.10½
Crude, tanks, N. Y.....lb.	.13	.13
Crude, bbls., N. Y.....lb.	.12½	.12½
Refined, bbls., N. Y.....lb.	.24	.24
Stearic Acid, s. p. 200 lb. bags.....lb.	.15½	.15½
Double pressed.....lb.	.15½	.16½
Triple pressed, bgs.....lb.	.18	.18½
Stearine oleo, bbls.....lb.	.15	.15½
Tallow, edible tierces.....lb.	.11½	.12
City, extra loose.....lb.	.09½	.10
Tallow oils, acidless, tanks, N. Y.....lb.	.11½	.11½
Bbls., c. l. N. Y.....lb.	.12	.12
Whale, nat. winter, bbls., N. Y.....gal.	.78	.78
Blehd., winter, bbls., N. Y.....gal.	.80	.80
Extra Blehd., bbls., N. Y.....gal.	.82	.82

Coloromes for Bath Salts!

BATH SALTS can now be made with two ingredients—THE PLAIN BATH CRYSTAL and a COLOROME. Only one operation is necessary—mix one pound of salt with one-quarter to one-half ounce of a COLOROME (depending upon the size of the crystal) allow it to dry for a few hours and a perfect product is ready for packing.

Bath Salts, made with COLOROMES, will not fade when exposed to light, will not stain bath tubs and will stand up in any kind of salt, neutral or alkaline.

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(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	3.25	3.50
Bitter fl, P. A.	lb.	3.50	3.75
Sweet, cans	lb.	.95	1.00
Apricot, Kernel, cans	lb.	.55	.70
Anise, Tech., case	lb.	.65	.68
U. S. P., cans	lb.	.69	.92
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.25	2.50
Bergamot, coppers	lb.	5.50	6.00
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.50	.60
Crude, tins	lb.	.20	.25
Bois de Rose, tins	lb.	3.30	3.75
Cade, cans	lb.	.28	.30
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	2.50	2.75
Rectified, tins	lb.	3.00	3.25
Cassia, 80-85%	lb.	2.70	3.00
Redistilled, U. S. P., cans	lb.	3.30	3.75
Cedar Leaf, tins	lb.	.90	1.00
Cedar Wood, light, drums	lb.	.58	.60
Citronella, Ceylon, drums	lb.	.50	.55
Java, drums	lb.	.95	1.00
Cloves, U. S. P., cans	lb.	1.90	2.10
Copaiba	lb.	.48	.50
Erigeron, 20 lb. tins	lb.	7.00	8.00
Eucalyptus, Austl., U. S. P. cans	lb.	.55	.58
Fennel, U. S. P., tins	lb.	.90	.95
Geranium, African, cans	lb.	4.00	5.00
Bourbon, tins	lb.	3.25	3.50
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	4.75	5.00
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., U. S. P.	lb.	2.05	2.25
Lemongrass, native cans	lb.	1.15	1.25
Linaloe, Mex., cases	lb.	3.10	3.25
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.90	2.00
Orange, bitter, tins	lb.	2.70	2.75
Sweet W. Ind, tins	lb.	2.60	2.75
Italian, cop.	lb.	3.00	3.25
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	4.50	5.00
Pennyroyal, dom.	lb.	2.50	2.75
Imported	lb.	2.40	2.60
Peppermint, nat cases	lb.	26.00	27.00
Redis, U. S. P., cases	lb.	27.00	28.00
Petit Grain, S. A., tins	lb.	2.25	2.35
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75

Rosemary, U. S. P., drums	lb.	.45	.55
Tech., lb. tins	lb.	.33	.38
Sandalwood, E. Ind. U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	2.00	2.25
Sassafras, U. S. P.	lb.	.90	1.00
Artificial	lb.	.28	.30
Spearmint, U. S. P.	lb.	13.00	14.00
Spruce	lb.	.90	.95
Tar	gal.	.25	.30
Thyme, red, U. S. P.	lb.	.85	.90
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetiver, Bourbon	lb.	17.00	18.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	7.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	2.75	3.00
Geraniol, Domestic	lb.	2.25	2.75
Imported	lb.	2.50	2.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	6.00	6.25
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.31	.32
Thymol, U. S. P.	lb.	4.25	4.50

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.35	1.40
Citronellol	lb.	7.50	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.25	3.30
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.85	2.00
Hydroxycitronellal	lb.	12.00	14.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	10.00	11.00
Linalyl Acetate	lb.	8.00	9.50
Methyl Acetophenone	lb.	3.75	4.00
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.42	.48
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	10.00	10.50
Ketone	lb.	11.50	12.00
Xylene	lb.	3.25	3.50
Phenylacetaldehyde	lb.	8.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	6.00	7.00
Terpinyl Acetate, 25 lb. cans	lb.	1.25	1.35
Terpeneol, CP, 1,000 lb. drs.	lb.	.30	.32
Cans	lb.	.32	.34
Vanillin, U. S. P.	oz.	.49	.50

P. R. Dreyer, New York essential oil and aromatic chemical importer, left early this month on a trip through the Middle West. Fred C. Thiele, recently appointed sales manager, was in charge during Mr. Dreyer's absence.

A recent New York prohibition drive resulted in the closing of the Olivet Distribut-

ing Co. The proprietor and several employees are being held on bonds ranging from \$3,500 to \$35,000 charged with illegal diversion of denatured alcohol.

General Dyestuffs Corp., New York, has moved to 230 Fifth avenue. Kuttroff, Pickhardt & Co., New York dyestuff and chemical importers, have consolidated their dyestuff business with the General Dyestuffs Corp.

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MESSINA

ITALY

Essential Oils

Raw Material Markets

(Continued from page 17)

market last summer which was very weak at \$3.25. If Italian opinions count, shippers there are going to support prices for some time to come at current levels to get back what they evidently lost during the first half of 1925.

Of great significance to the soaper, was the sharp drop in Bourbon geranium prices during the year. From \$7.00 lb. last January, the price was forced down consistently by large offerings from the Islands. The 1925 shipments of geranium were heavy and as the price went down with the arrival of stocks here, soapers switched back to this oil and accounted for some very heavy buying. At \$4.50 and \$4.00, one or two big consumers imported direct and are reputed to have taken heavy losses, as the market, after a lull, again slid downward until it touched \$3.00 for good quality oil in a large way. This oil was subsequently offered on the American market at a dollar or more under the import cost. The year closed around \$3.00, an extremely low figure for good Bourbon oil and well under what might be termed "normal." The price is quite obviously low as a result of recent conditions in the Reunion Islands and cannot stay at this level any great length of time. Some soapers are reported to have covered for several years ahead at the low price.

Lavender oil, scarce for the past two years on small crops in France, finds this year a larger production and an outlook for some improvement in the stringent condition in this market. Of sandalwood, little need be said because of the firm, orderly market during the year. The price was unchanged except for a slight upward tendency which developed late in the year. The market was well controlled by the Mysore agent throughout the period. In citronella, weakness in both Java and Ceylon oils was noticeable for most of the year, although in both cases, the last month saw a strengthening and an upward movement in price. Heavier shipments to this market and small demand were responsible for most of the weakness. Apparently, the turn came early in December, and buyers who were waiting for further recessions, are likely to be disappointed.

As in the case of geranium, the decline in terpineol prices brought this product into the limelight. Although cost of production has remained high, keen competition accounted for the low prices at which the year closed. It is believed that these levels for terpineol cannot

be maintained indefinitely, as they are said to be below cost of production. Terpineol dropped steadily though the year in spite of the fact that the raw material rose sharply on a number of occasions. Higher prices in 1926 would not be surprising, in spite of the competitive state of the market.

New York Oil Houses Combine

William Fischer, for twenty years connected in the oil trades as an importer of vegetable oils, died Sunday, December 20, at the age of fifty-five. Mr. Fischer's son, W. F. Fischer, will continue his father's business in combination with the Charles Hollinshed Co., Inc., New York, as the Hollinshed-Fischer Co. The officers of the new company are Charles Hollinshed, president, and W. F. Fischer, vice-president and treasurer. The firm will continue to occupy the offices of the old companies in the Produce Exchange and will import vegetable oils and cod liver oil as well as export finished food products.

The assumption that the greater the proportion of rosin in a soap, the higher the content of free acids in the finished soap, is said to be incorrect, according to recent tests. To avoid excessive softness in soaps and to increase the resin content, the caustic must be of greater concentration because of the consequent tendency to decrease the water content. This explains why resin soaps give smaller yields than fat soaps on a commercial scale.

India used 359,249 hundredweights of soaps of all kinds, manufactured in the United Kingdom, in 1924. Only 10,628 hundredweights were imported from other countries. This compares very favorably with figures for 1922, of 259,221 hundredweights and 7,725 hundredweights respectively. These figures indicate clearly that the use of soap in India is increasing rapidly and that Great Britain is maintaining a good hold on the market.

Exports of copra from Java for the seven months ended July 31 aggregated 15,599 metric tons, against 31,098 tons for the corresponding period in 1924, and 22,907 tons in 1923. Holland, including shipments for order, remained the principal country of destination, with 5,772 tons, plus 3,337 tons for order; Germany and Belgium coming next with 3,539 tons and 3,095 tons.

Exports of rosin in October amounted to 92,898 barrels of 500 pounds each, valued at \$2,084,490.



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Our research laboratory is always at the disposal of our clients for their individual problems.



FLORASYNTH LABORATORIES, INC.
NEW YORK NEW YORK

Lavender Oil

(Continued from page 13)

by lavender is so large and extends over so many regions located at various altitudes that it rarely happens that either frost, dryness or rain affect the whole production at one time.

The depreciation in value of the franc is another important price factor, and perhaps here is the place to explain why the price in francs is continually advancing. The depreciation of the franc causes an increase of the cost of transportation and a necessity for the French Government to increase the taxes. These are of so many kinds,—direct and indirect taxes, consumption taxes, taxes on the turnover of business transactions—that such a levy has to be compensated by higher sales prices. We may say that, in fact, more than one-third of the revenue of a Frenchman is at present absorbed by the Government.

AN extended effort had been made some time before the war, then necessarily abandoned, but resumed in 1919, to cultivate lavender. At a first glance, it would seem that such a scheme would simply result in increased cost of production, but the cultivation is a cheap one, as the plant does not require much tilling and does not necessitate a rich soil. On the other

hand, cultivation affords many important advantages. The location of the fields in appropriate localities where there are extreme dryness and late frosts, can be avoided; the seeding at different times in order to obtain an extension over a greater time of the blooming period; the continuous distillation period over several months; and the selection of better seeds giving better yields and a better quality oil. The plain seeding in rows also permits of a regular cleaning of the soil and gives a better exposure to the air and sun.

The fields generally controlled by some important houses may also be used as a check against the high demands of the peasants, who, as a rule, do not realize the importance of foreign needs or the possible competition from other oils or some chemical substitutes. However, the very typical freshness of a genuine lavender has never been replaced by anything and the countries which have the best reputation for the fragrance of their soaps or perfumes, such as the United States, England and, of course, France, have always been the biggest users of lavender. A perfumer, or even the common user, who is the last judge, may always detect and select with perfect safety a product which has a good proportion of lavender when this typical element is needed for some particular bouquet.

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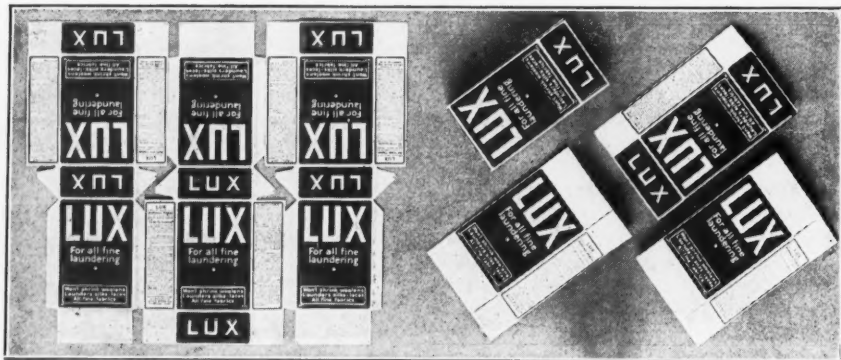
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flat sheets and knock-down cartons and can therefore advise you without bias.
We also manufacture both lining and wrapping machines as well as both net and gross weighers of thirty (30) and sixty (60) per minute capacities. *Send samples for prompt quotations.*

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**Machinery from Complete Soap Plant in
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Special Offer

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Evaporator 4' x 16', fitted with 2" Copper Tubes; Salt
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Soap Kettles, Tanks, Crutchers, Press, Slabbers, Cutting Tables, Pumps, Platform
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136 Liberty Street, New York City

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Wanted—By a large eastern soap manufacturer. A research man, who is a Chemical Engineering graduate, and has had about five years experience in soap making. In answering this advertisement please give information in full, otherwise your letter will not be considered. Give age, College attended, positions held and work performed during last 10 years. Married or single. Salary expected. Address Box 116, care SOAP.

Lemon Oil Soap Base—Well-known soap-maker is in the market for a supply of yellow colored lemon oil soap to be used as a base for a lemon oil soap to be sold by us. Write to Box 109, care of SOAP.

Filter Press—Slightly used filter press required by manufacturer of liquid soaps. Must be in Metropolitan District where it can be readily inspected before purchase. Give full particulars as to size, make, and condition in letter to Box 112, SOAP.

Manufacturer desires to secure a formula for a no-water soap that could be put up in cans. Communicate with Box 110, care of SOAP.

Candle Dipping—Pacific Coast manufacturer wants necessary machinery for the manufacture of hand dipped candles. Moulding machinery not wanted, but machine for regular dipping process. Write to Box 111, SOAP.

Position Wanted—Expert soapmaker and chemist desires position. Has wide experience in the manufacture of all kinds of laundry and toilet soaps. Also the recovery and refining of glycerine and the splitting and distillation of fats. Can take full charge of factory. Best references. Address H. B., Box 114, care of SOAP.

Canada—Canadian manufacturer (Montreal) is desirous of introducing under his own brand on the Canadian market, liquid and solid soaps. Will make arrangement to handle finished goods, or to manufacture them at his

plant as per arrangements from formulas provided. Communicate with Box 113, SOAP.

Lease—Desire to lease small plant or part of plant for development of new soap process. Use of some equipment, and other facilities wanted. Box 115, SOAP.

Wanted—Soapmaker desires to secure formulas and working methods for laundry chip soap. Also for good quality automobile soap. Correspondence to Box 117, care of SOAP.

Copies of Soap—Stock of October, November, and December issues of SOAP is exhausted, due to the demand for extra copies of these issues. We still have a number of requests for complete back files which we cannot fill. If you have extra copies of the above numbers, will you mail them to the publishers and help others to complete their files? Wherever available, these extra copies will be furnished to other readers without charge. MacNair-Dorland Company, 136 Liberty St., New York.

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Established 1831

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Soap powder weighing, packing and sealing machines.
Vertical screw crutchers.
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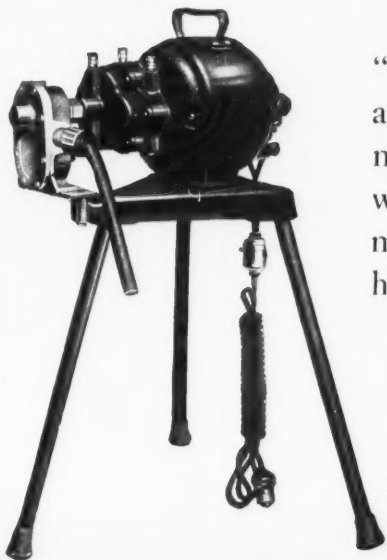
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OIL SASSAFRAS ARTIFICIAL
SOAP COMPOUNDS for HOUSEHOLD and TOILET SOAPS

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"HY-SPEED" Portable Pumps are always ready for use wherever needed and pump any liquid anywhere. These low-priced *portable* machines are absolute necessities in hundreds of up-to-date plants.

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47 WEST 63rd STREET --:-- NEW YORK CITY

Your Competitors' Advertising

You have competitors who advertise. You read their advertisements consistently; keep in mind that your customers are doing the same thing.

Do your competitors ever get a chance to read your advertising?

if they don't—nobody does!



Terpineol G-D

THE recent addition at our Delawanna Plant gives us the distinction of now being the largest manufacturers of Terpineol in the world.

THE new process by which our Terpineol is manufactured assures a higher degree of purity as well as uniformity of odor, and the soap manufacturer can purchase Terpineol G-D with the utmost confidence that he is purchasing a product of the highest standard and at a price consistent with good merchandising principles.



BURTON T. BUSH, INC.
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Chicago Office :
549 West Washington Blvd.

San Francisco Office :
216 Pine Street

Montreal Office :
41-43 Place d'Youville

Agents for the United States and Canada



Why A Good Soap-?

RATHER an insistence upon the superlative in raw stocks and absolute chemical control of them—than making the most of materials at hand.

"AKCO"

Raw and Chemical Products

contribute to the highest Soap-making Attainments.

The Klipstein reputation for chemical values is founded upon a policy of fair dealing and highly organized service.

WE CAN SUPPLY

Caustic Potash Aqua Ammonia

Oil of Myrbane

Oleic Acid Caustic Soda

Borax



A. KLIPSTEIN & CO.

644-52 Greenwich St.

NEW YORK CITY

Branches:

Boston Philadelphia Chicago Providence, R. I. Charlotte, N. C.

Represented in Canada by A. KLIPSTEIN & CO., Ltd., 114 St. Peter St., Montreal

